



IGM
Financial™

Investor Day

November 20, 2015

STRENGTH | FOCUS | GROWTH



AGENDA

8:15am – Welcome

IGM Overview and Industry Opportunities

Murray Taylor

Investors Group

- Strategy & Key Initiatives
- Distribution
- Products & Financial Planning

Murray Taylor

Mark Kinzel

Todd Asman

Investors Group Q&A

9:50am – Break

Investment Planning Counsel

Chris Reynolds

Investment Planning Counsel Q&A

Mackenzie Investments

- Strategy & Key Initiatives
- Investment Management
- Product
- Marketing
- Distribution

Jeff Carney

Tony Elavia

Michael Schnitman

Su McVey

Brian Gooding

Mackenzie Investments Q&A

IGM Financial – Financial Review

Kevin Regan

IGM Financial Q&A

12:30pm – Lunch

CAUTION CONCERNING FORWARD LOOKING STATEMENTS

Certain statements in this document other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect IGM Financial's current expectations. Forward-looking statements are provided to assist the reader in understanding the Company's financial position and results of operations as at and for the periods ended on certain dates and to present information about management's current expectations and plans relating to the future. Readers are cautioned that such statements may not be appropriate for other purposes. These statements may include, without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of the Company, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could".

This information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including the perception of historical trends, current conditions and expected future developments, as well as other factors that are believed to be appropriate in the circumstances. While the Company considers these assumptions to be reasonable based on information currently available to management, they may prove to be incorrect.

By its nature, this information is subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved.

A variety of material factors, many of which are beyond the Company's, and its subsidiaries' control, affect the operations, performance and results of the Company, and its subsidiaries, and their businesses, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: the impact or unanticipated impact of general economic, political and market factors in North America and internationally, interest and foreign exchange rates, global equity and capital markets, management of market liquidity and funding risks, changes in accounting policies and methods used to report financial condition (including uncertainties associated with critical accounting assumptions and estimates), the effect of applying future accounting changes, operational and reputational risks, business competition, technological change, changes in government regulations and legislation, changes in tax laws, unexpected judicial or regulatory proceedings, catastrophic events, the Company's ability to complete strategic transactions, integrate acquisitions and implement other growth strategies, and the Company's and its subsidiaries' success in anticipating and managing the foregoing factors.

The reader is cautioned that the foregoing list is not exhaustive of the factors that may affect any of the Company's forward-looking statements. The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not place undue reliance on forward-looking statements.

Other than as specifically required by applicable Canadian law, the Company undertakes no obligation to update any forward-looking statements to reflect events or circumstances after the date on which such statements are made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results, or otherwise.

Additional information about the risks and uncertainties of the Company's business and material factors or assumptions on which information contained in forward-looking statements is based is provided in its disclosure materials filed with the securities regulatory authorities in Canada, available at www.sedar.com.

NON-IFRS FINANCIAL MEASURES

- Net earnings available to common shareholders, which is an additional measure in accordance with IFRS, may be subdivided into two components consisting of:
 - Operating earnings available to common shareholders; and
 - Other items, which include the after-tax impact of any item that management considers to be of a non-recurring nature or that could make the period-over-period comparison of results from operations less meaningful.
- This document may also contain non-IFRS financial measures. Non-IFRS financial measures are used to provide management and investors with additional measures of performance. However, we caution that non-IFRS financial measures do not have standard meanings prescribed by IFRS and are not directly comparable to similar measures used by other companies. Specific instances of such measures that may be referred to within this document include “Operating Earnings”, “Operating Earnings per Share”, “Earnings before Interest and Taxes” (EBIT), “Earnings before Interest, Taxes, Depreciation and Amortization” (EBITDA) and “Adjusted Earnings before Interest, Taxes, Depreciation and Amortization” (Adjusted EBITDA). EBIT, EBITDA and Adjusted EBITDA are alternative measures of performance utilized by management, investors and investment analysts to evaluate and analyze the Company’s results. EBITDA is a common measure used in the asset management industry to assess profitability before the impact of different financing methods, income taxes, depreciation of capital assets and amortization of intangible assets. Other items of a non-recurring nature, or that could make the period-over-period comparison of results from operations less meaningful, are further excluded to arrive at Adjusted EBITDA.
- We refer you to the appropriate reconciliation in the Management’s Discussion and Analysis of these non-IFRS financial measures to measures prescribed by IFRS.

IGM FINANCIAL PUBLIC DISCLOSURES

Please refer to the following documents relating to IGM Financial for a more comprehensive summary of the corporation's business and results:

1. Press releases subsequent to September 30, 2015
2. Interim reports for the quarters ended March 31, 2015, June 30, 2015 and September 30, 2015
3. IGM Financial 2014 Annual Report which was issued on March 19, 2015.
4. IGM Financial 2014 Corporate Responsibility Report issued June 19, 2015.

These documents are available on the Company's website at www.igmfinancial.com and/or at www.sedar.com.

GLOSSARY

IIROC: Investment Industry Regulatory Organization of Canada; IIROC channel refers to firms registered with IIROC

MFDA: Mutual Fund Dealers Association of Canada; MFDA channel refers to firms registered with the MFDA

CSA: Canadian Securities Administrators

AUM: Assets Under Management

AUA: Assets Under Administration

HNW: High Net Worth

TTM: Trailing Twelve Months

\$: Canadian dollar

T: Trillion

B: Billion

MM: Million

K: Thousand

CAGR: Compound Annual Growth Rate

CRM2: Client Relationship Model Phase 2



Murray Taylor

President & CEO, Investors Group
Co-President & CEO, IGM Financial

WHAT YOU'LL HEAR TODAY

- IGM Financial is a leading financial services company with an effective multi-brand and multi-channel distribution strategy with three operating Companies:
 - Investors Group: continuing to invest in its business to further accelerate momentum in building client relationships and sales through the strong growth of its exclusive Consultant Network
 - Mackenzie: well into the process of transforming its business to be the leader amongst its peers and to gain market share with a primary focus on financial advisors
 - Investment Planning Counsel: effectively grown through consolidation of independent advisors and firms, and has the opportunity to drive growth in Assets Under Management
- Collectively, IGM Financial is positioned to continue a strong track record of shareholder value creation and renewing its trajectory of profitable growth
- We are well positioned to succeed in an industry that has great opportunity within a changing environment

IGM Financial Overview

IGM FINANCIAL OVERVIEW

Asset Management Scale

- \$151B Assets Under Administration (AUA)
- \$131B Assets Under Management (AUM)
- #2 in Mutual Funds in Canada with 10% share of long-term funds

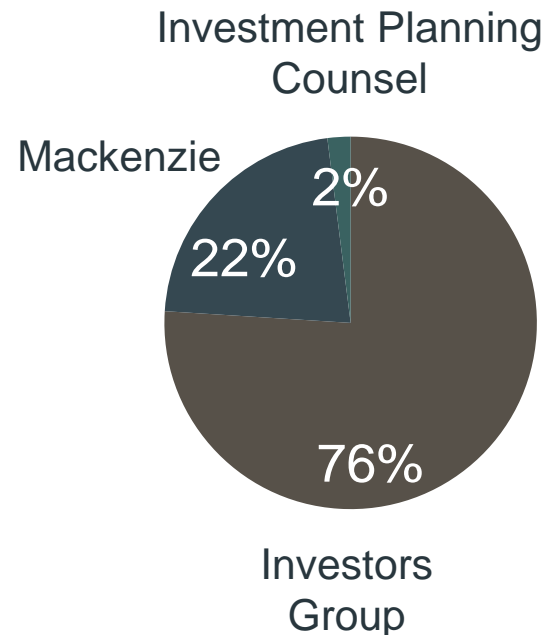
Leading Distribution in Canadian Market

- One of Canada's largest non-bank distribution networks
- Over 35,000 financial advisors distributing products and services
- Over 2 million client relationships

Strong Earnings

- \$806MM Operating Earnings (TTM)
- \$1,403MM Adjusted EBITDA (TTM)

EBIT by Operating Company¹



Scale and Leading Distribution

OPERATING ENVIRONMENT SUMMARY



Robust Customer Need

- \$3.6T in Financial Wealth with opportunity to help Canadians achieve their financial goals
 - Canadians value and seek financial advice
-



Compelling Demographic Trends

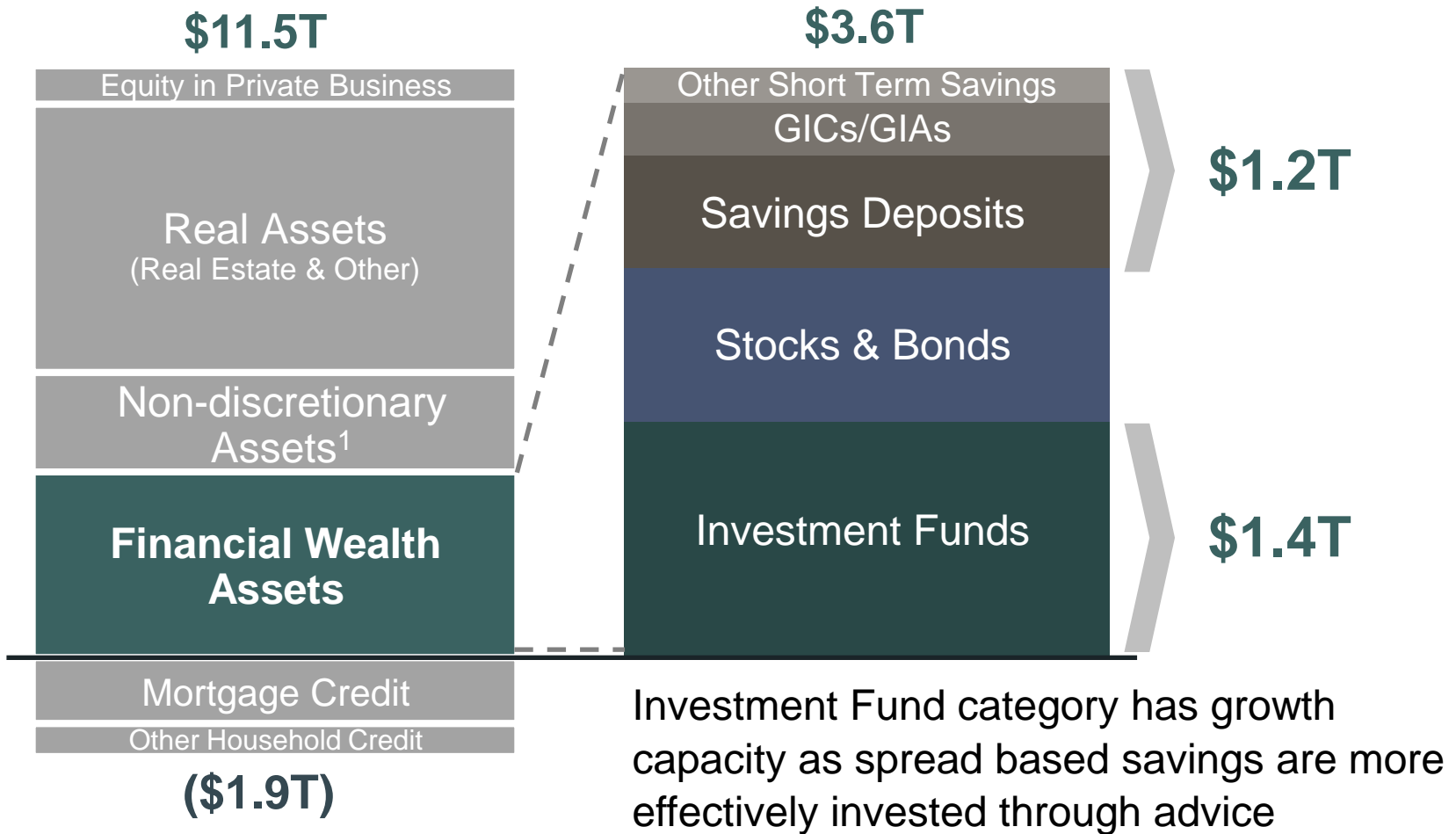
- Increasing wealth and aging of baby boomers with complex retirement planning needs
-



Evolving Environment

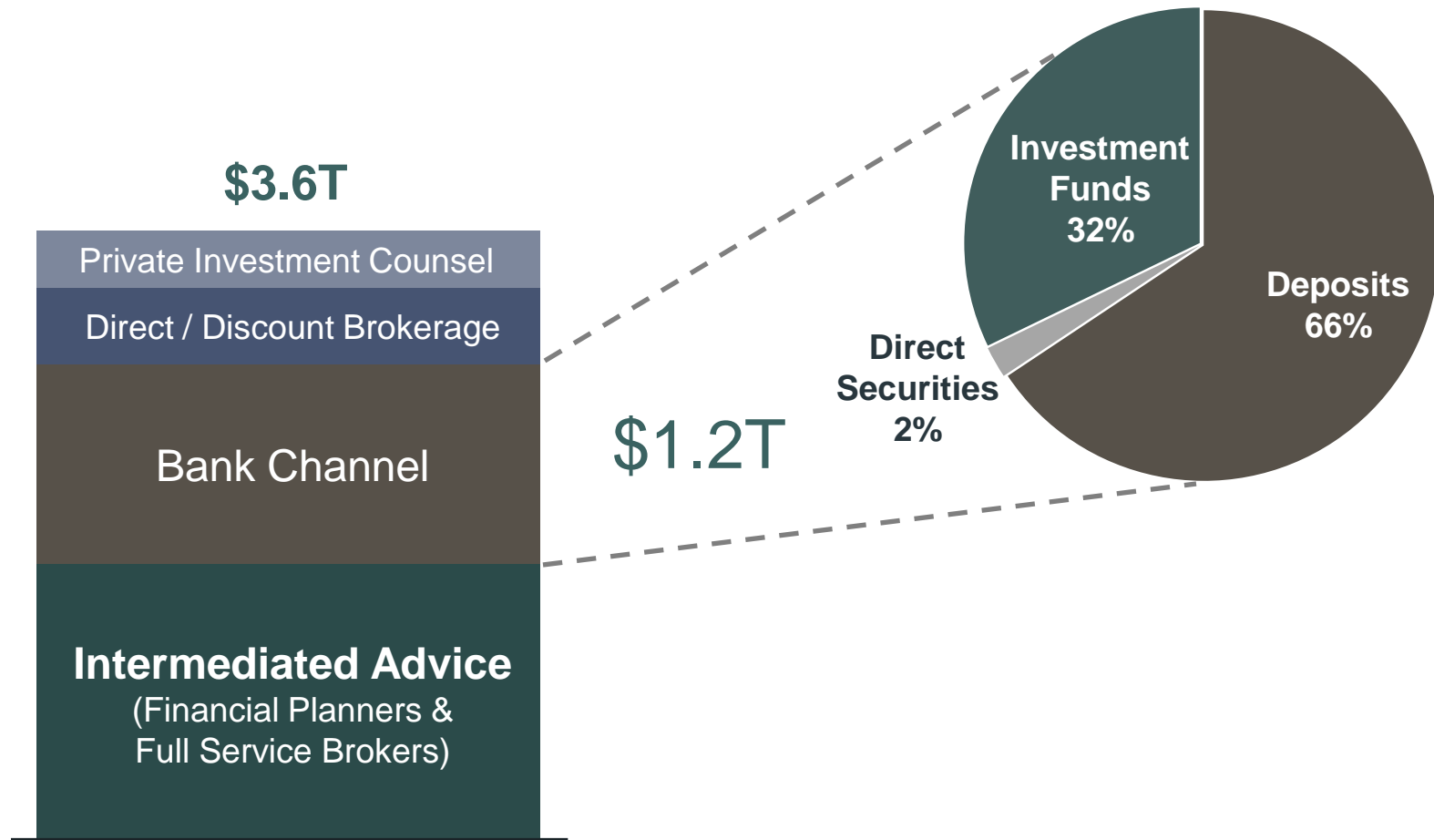
- Opportunities emerge from effective responses to competitive, technological, and regulatory evolutions

CANADIAN WEALTH BY INVESTMENT TYPE



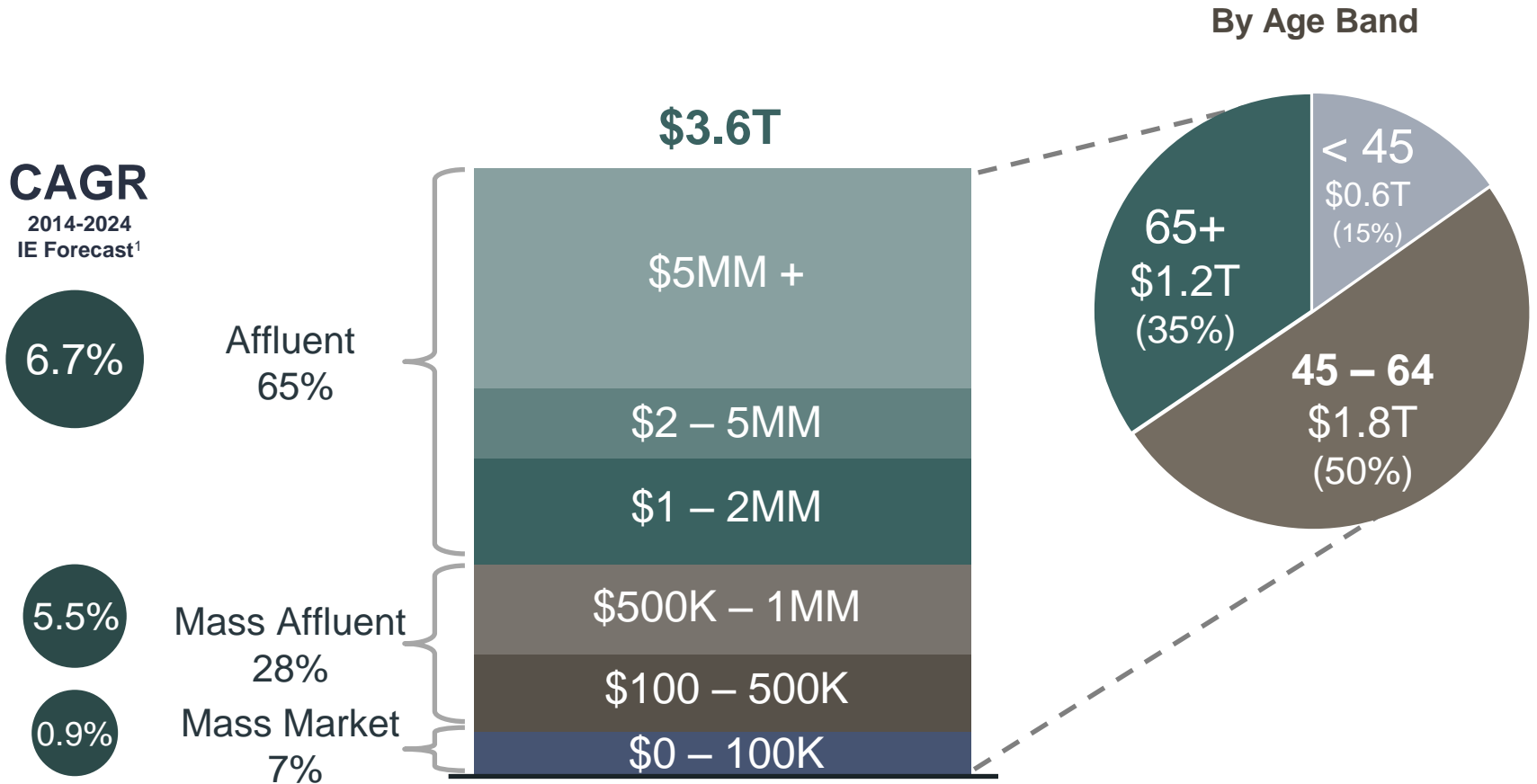
A Large Share of Wealth in Depository Assets

CANADIAN WEALTH BY DISTRIBUTION CHANNEL



Bank Channel Clients in Low Yielding Deposits

CANADIAN HOUSEHOLD FINANCIAL WEALTH BY BAND



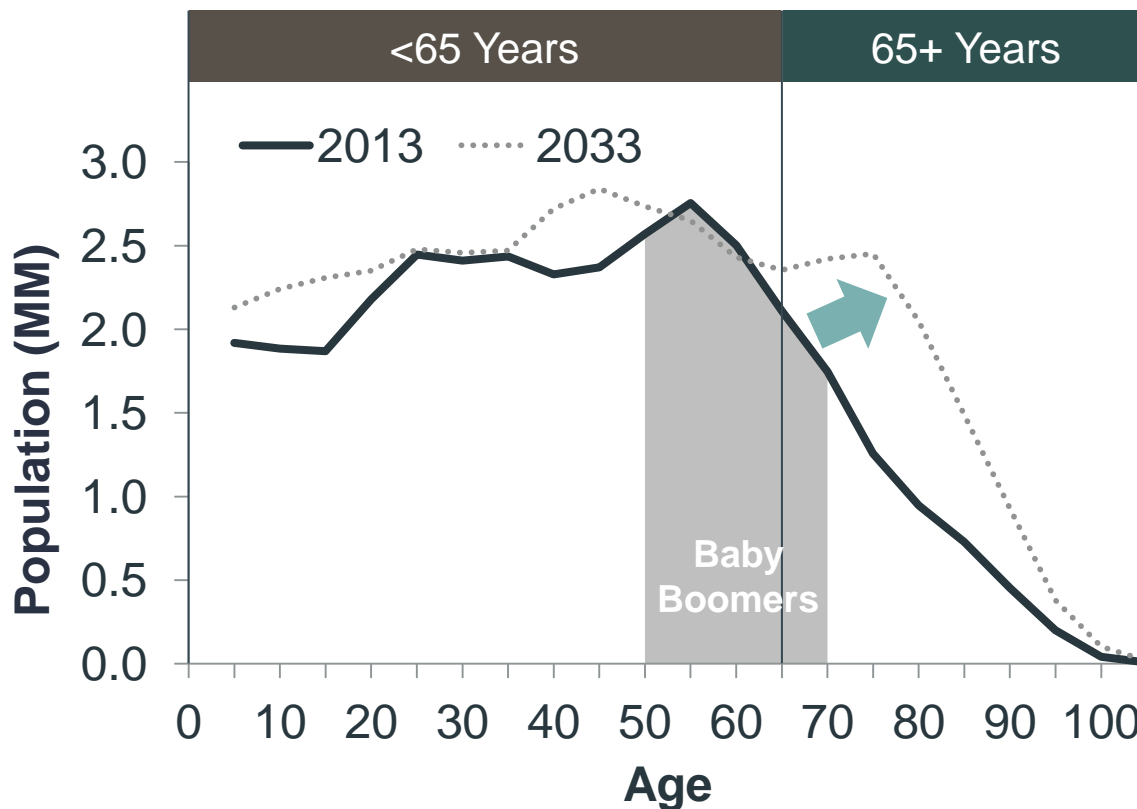
Mass Affluent and Affluent are the Largest and Fastest Growing Segments

RETIREE WEALTH SEGMENT TO EXPAND AS BOOMERS AGE

Canadian Financial Wealth
Age 65+ by Wealth Tier

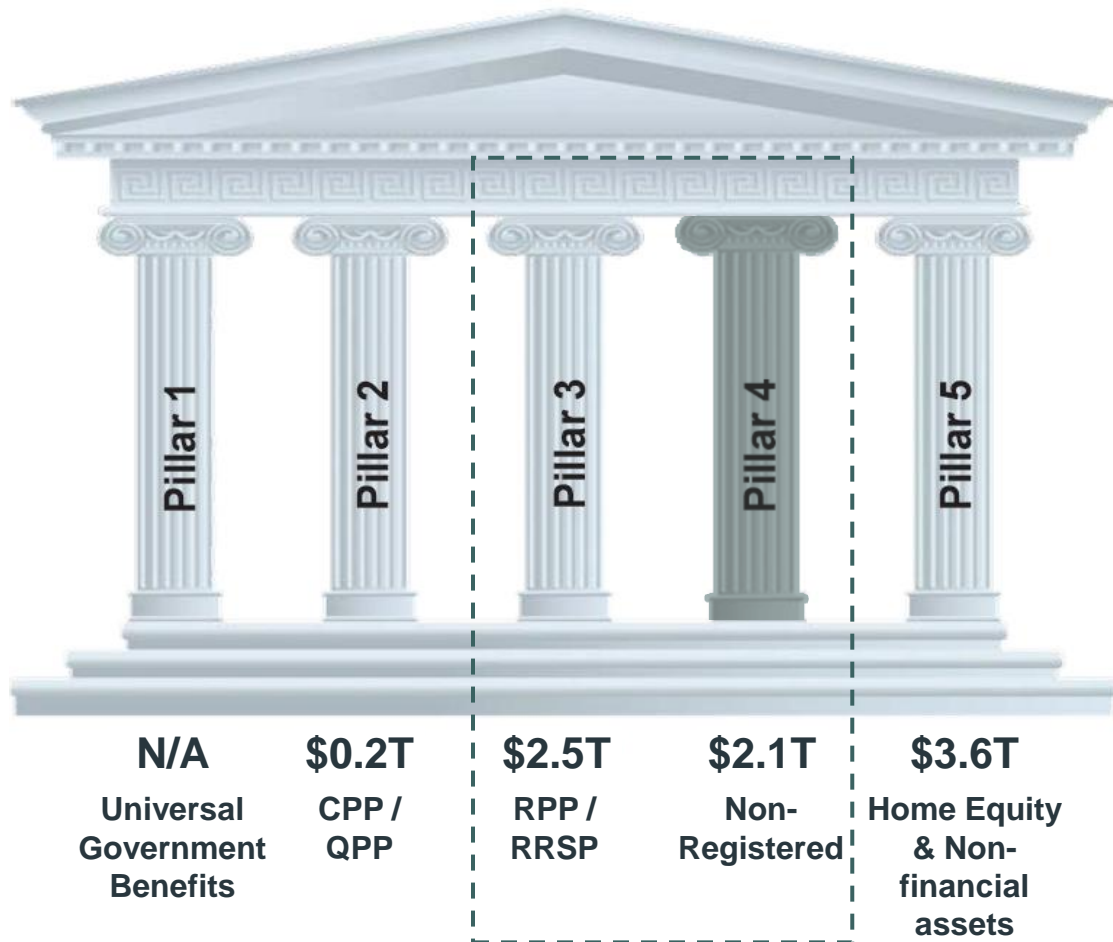


Canadian Population Age Distribution
2013



Significant Financial Wealth of Retiree Segment Will Grow Over Next 20 Years

FIVE PILLARS OF RETIREMENT RESOURCES



“83%
of Canadian
households are on
track for retirement”

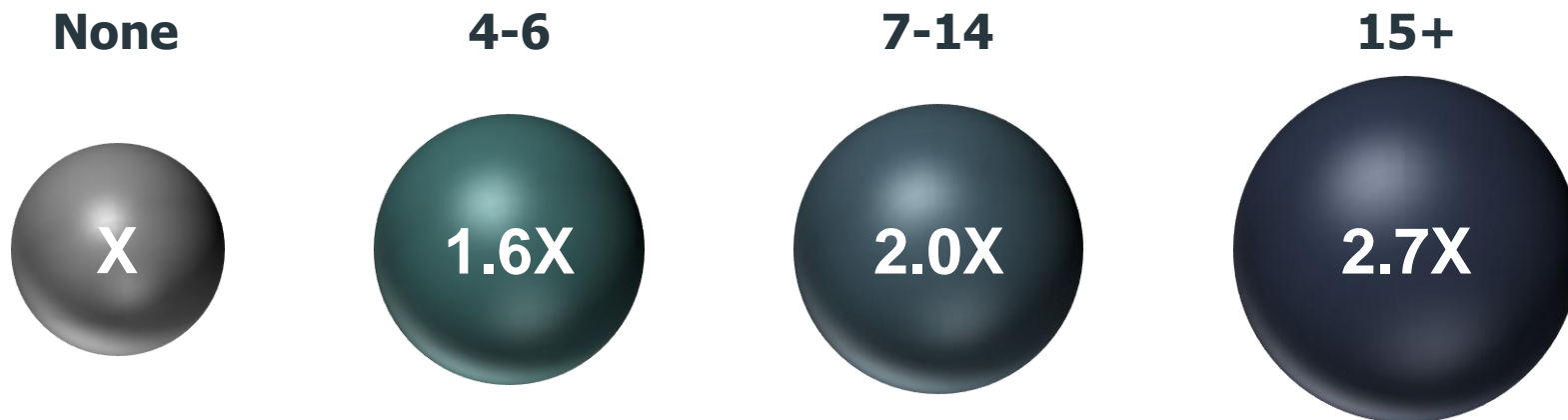


Canada Has a Well Balanced Retirement System

IMPACT OF ADVICE

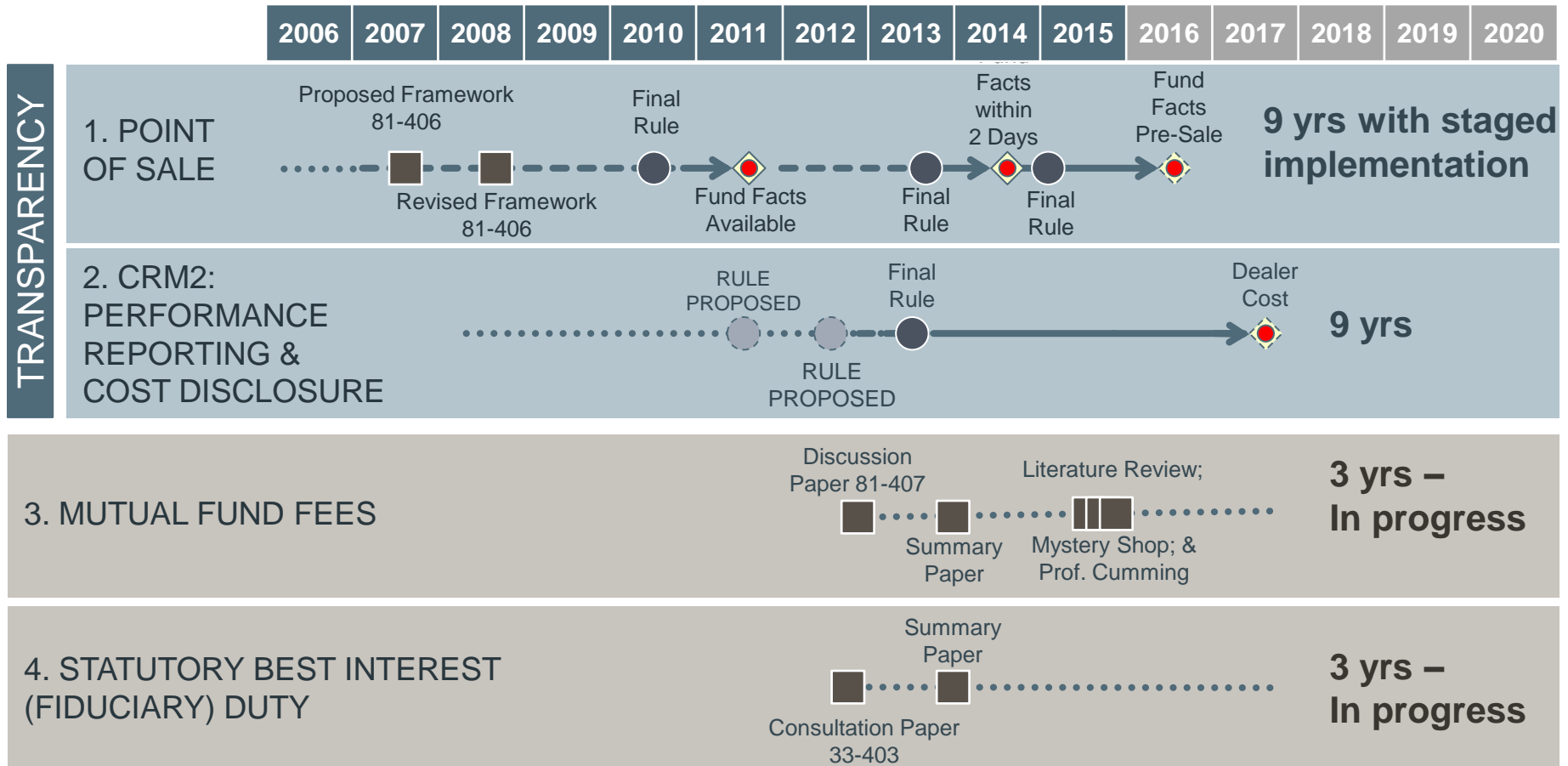
CIRANO research provides quantitative evidence of significant advantages for advised households

Years of Advice Relative To Financial Growth



Advice Improves Financial Success of Investors Over Time

CSA REGULATORY ENVIRONMENT



Regulatory Change has been Thoughtful and Judicious

RECENT REGULATORY RESEARCH (2015)

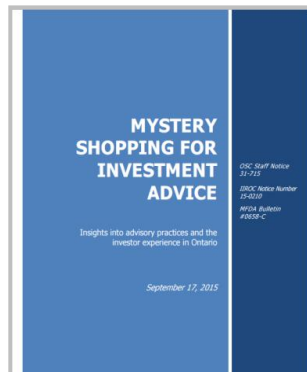
Mutual Fund Fee Research Brondesbury Report



June 11

Key Take-away: “In our view, no empirical studies have been done to document whether investors have greater after-fee investment returns with fee-based compensation instead of commission-based compensation”

Ontario Mystery Shopping for Investment Advice



September 17

Key Take-away: Finds the majority of the mystery shopping experiences were positive and in keeping with the rules established by regulators

A Dissection of Mutual Fund Fees, Flows & Performance



October 22

Key Take-away: Analysis focuses on individual funds which may differ from client experience, which is of primary importance

Engaged in Regulatory Discussions and Evolving Issues

TECHNOLOGY EVOLUTION

KEY THEMES

Digital
Approaches



Cyber Security



Pools of Talent



Contracting
Best Practices



SCALE ACROSS POWER FINANCIAL CORPORATION

IGM
Financial™

POWER FINANCIAL
CORPORATION

GREAT-WEST
LIFECO INC.

Investors
Group

MACKENZIE
Investments

Investment
Planning Counsel®
FINANCIAL SOLUTIONS FOR LIFE

THE
Great-West Life
ASSURANCE COMPANY

London
Life

Canada Life™

Irish Life

Putnam
INVESTMENTS

EMPOWER™
RETIREMENT

Effectively Taking Advantage of Technological Advancements

IGM
Financial™

KEY TAKE-AWAYS

Leading Financial Services Company

- A diversified multi-channel and multi-brand company with leading asset management scale and distribution capabilities in Canada

Positioned to Leverage Demographic Trends & Advice

- Large opportunity to grow share of \$3.6T in Canadian Financial Wealth supported by proven benefits of advice and increasing focus on high net worth and retiree segments

Thriving in an Evolving Environment

- Opportunities emerge from effective responses to competitive, technological, and regulatory evolutions



Murray Taylor

President & CEO, Investors Group
Co-President & CEO, IGM Financial

WHAT YOU'LL HEAR TODAY

- Investors Group is a leading financial services company in Canada
- Key strategies and initiatives to:
 - Drive growth in our Consultant network and client relationships
 - Focus penetration of the HNW and retiree segments
 - Expand upon strong brand awareness
- Recent actions and future plans position us well to take advantage of an evolving competitive and regulatory environment
- Investment in our business is expected to continue into 2016, which supports revenue and earnings growth and positions the Company well into the future

Investors Group Overview

COMPANY SNAPSHOT

Founded 1926

Clients ~1MM

Employees 1,987 (Dec. 2014)

Consultant Network 5,221

Region Offices 112 (Nov. 2015)

Support Specialists² 240+

\$73.5B Mutual Fund AUM

\$10.3B Client Mortgages

\$69MM Insurance Premiums¹

\$3B Other Deposit & Credit Products



A Leading Canadian Financial Services Company



At September 30, 2015

¹ TTM new annualized premiums

² Refers to Securities, Insurance, Mortgage and Planning Specialists

INVESTORS GROUP VISION



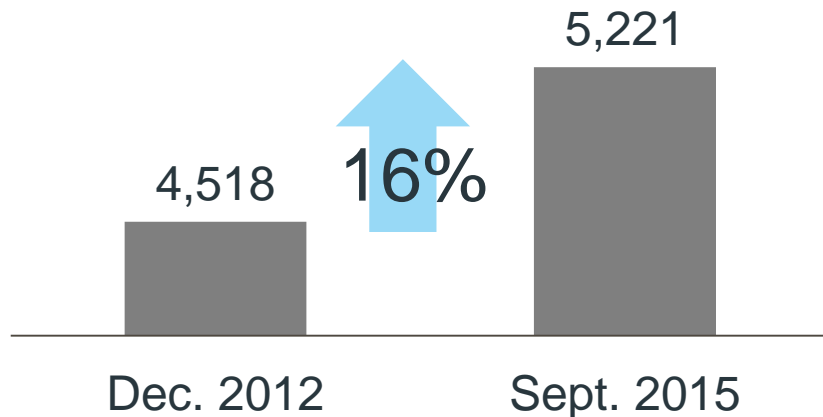
Our **VISION** is to improve our clients' financial well-being

- We relate to our diverse clients through **Comprehensive Planning**
- In all our endeavours, we are **Diligent In Our Efforts**
- We respect each other and the communities we serve by being **People Who Care**



OPERATING MOMENTUM

Strong Consultant Network Growth

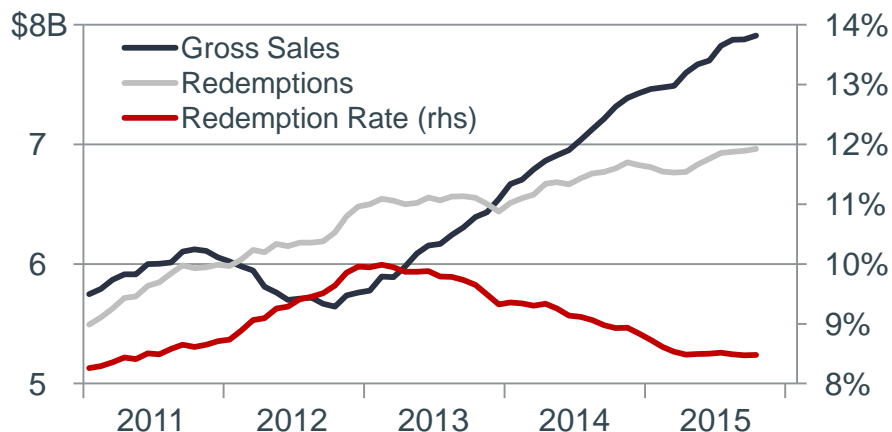


High Client Satisfaction Levels

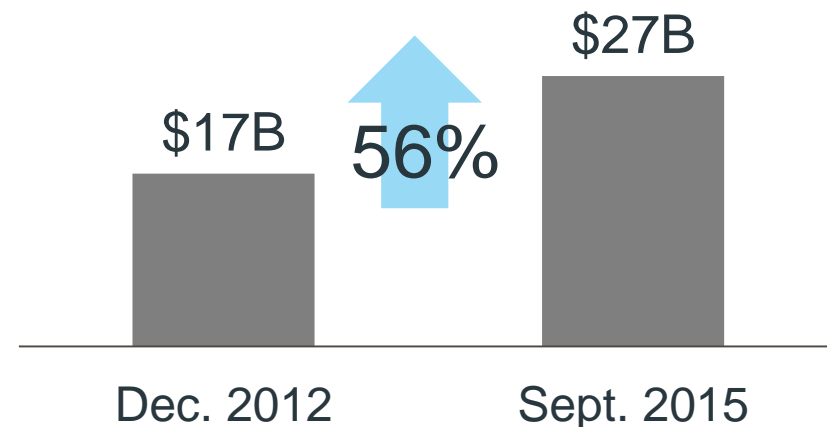
>90% Satisfied with Service & Contact Level

~90% Willing to Refer

Strong Sales Growth Since 2012¹

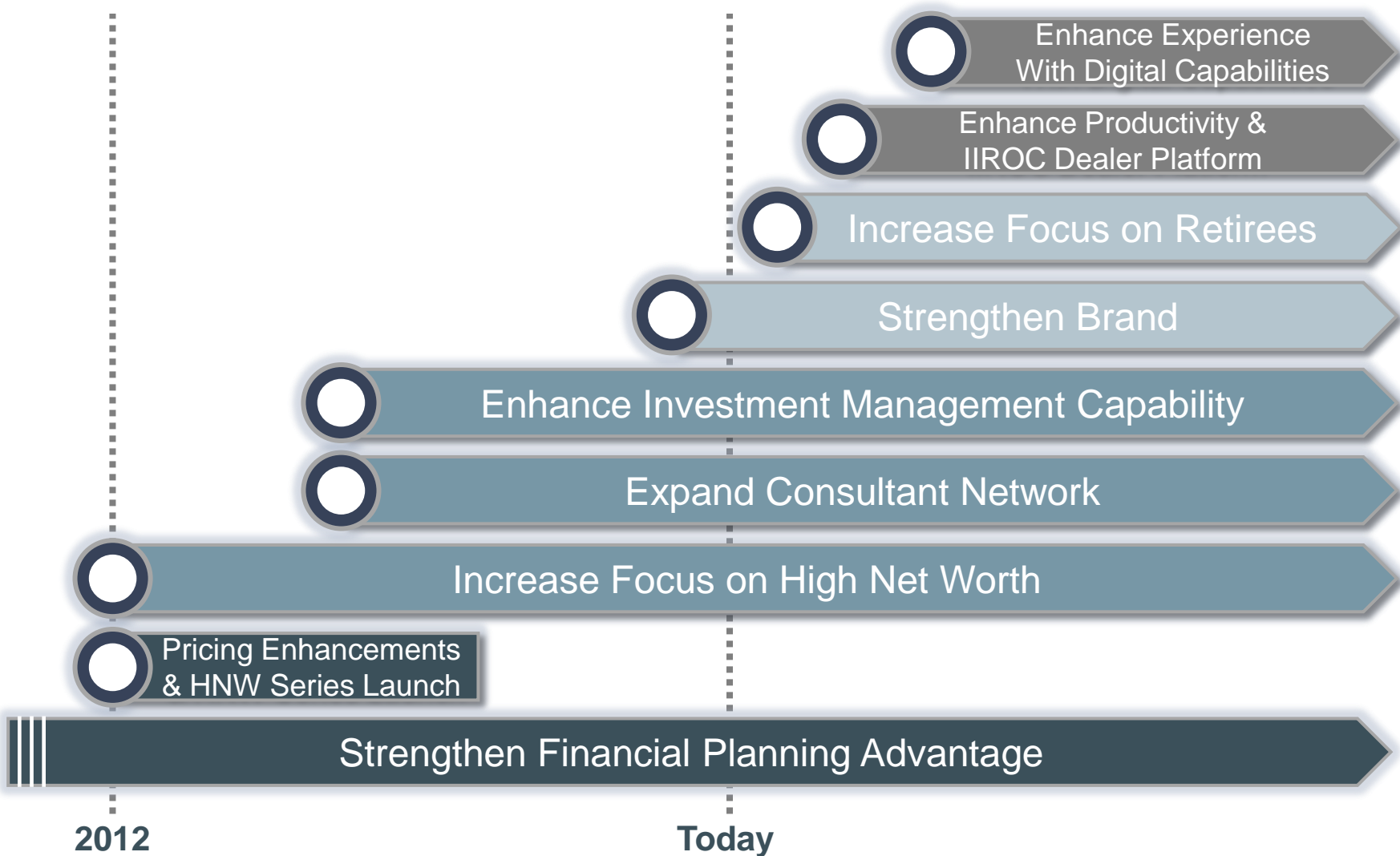


High Value Client AUM Growth²



We are Experiencing Strong Momentum

STRATEGIES TO ENHANCE COMPETITIVENESS



Layers of Growth Strategies Going Forward



Mark Kinzel

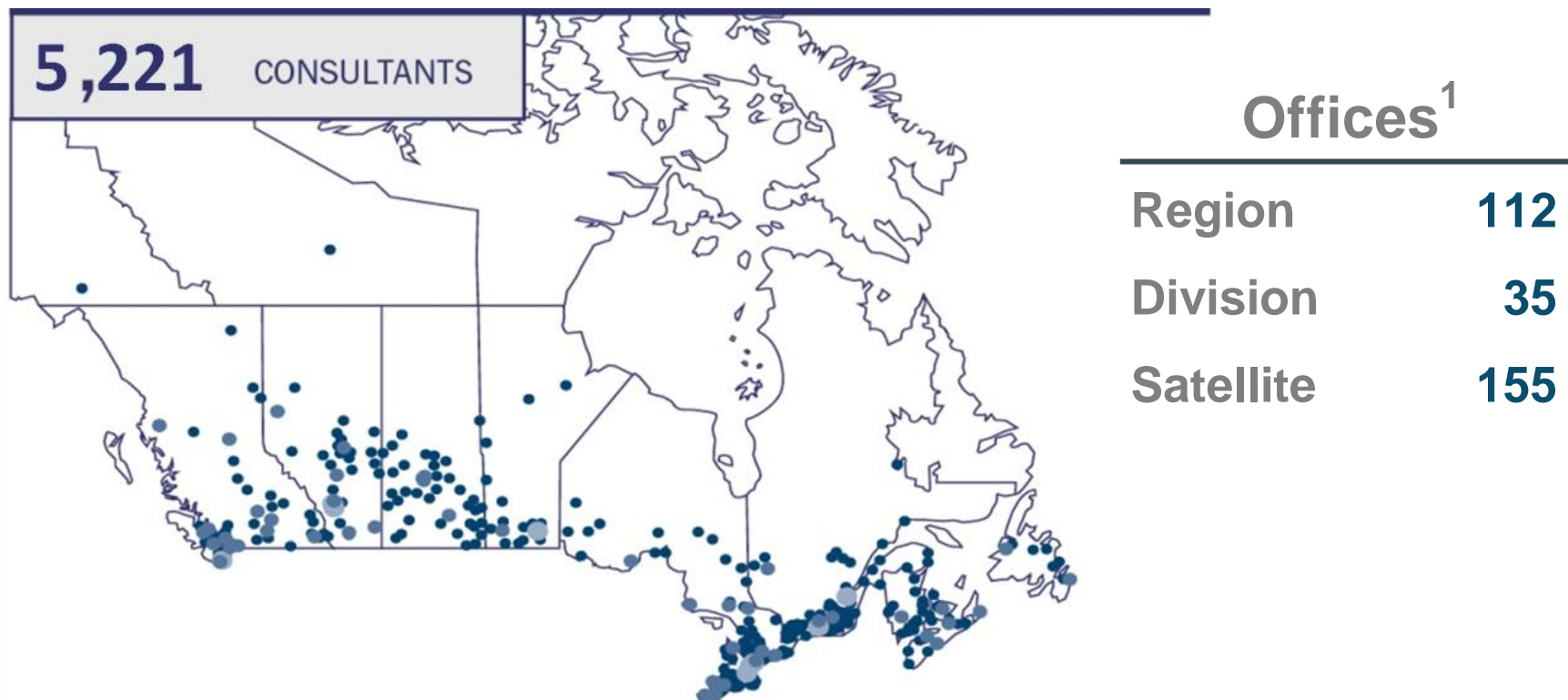
Executive Vice President
Distribution
Investors Group

WHAT YOU'LL HEAR TODAY

- Plans for strong organic growth of our exclusive distribution network driven by:
 - Strong leadership
 - Recruitment & development disciplines
 - Consultant value proposition that serves clients well
- Increasing productivity of our Consultants:
 - New Consultants as tenure grows
 - Experienced Consultants with initiatives focused on the retiree and HNW segments
- Enhancing our comprehensive financial planning capabilities to strengthen our competitive advantage

CONSULTANT NETWORK: NATIONAL FOOTPRINT

Represented in all major cities, Yukon, Northwest Territories, many smaller communities



Diversified Distribution Network Located Across Canada

ACCELERATING CONSULTANT NETWORK GROWTH

Consultant Network Growth



Growth of 16% over next 2.5 years would see net Consultant increase beyond 6,000



Action taken in late 2013:

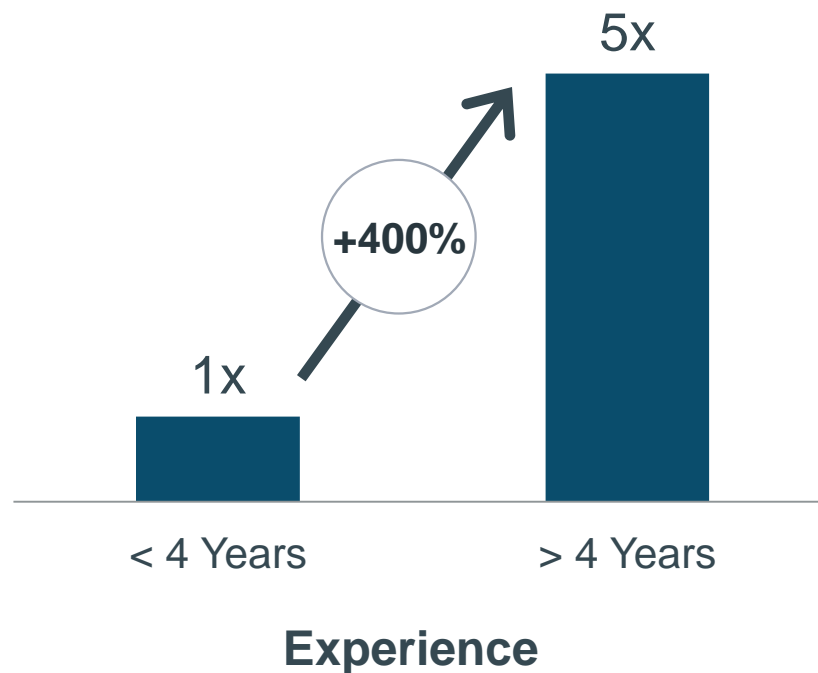
1. Strengthened new Consultant offer to drive higher-quality and quantity of recruits
2. More effective succession planning with team structures and retirement transition program

Sustainable Consultant Growth Driven by Changes Made in Late 2013

PRODUCTIVITY OF NEW CONSULTANTS

Consultant Productivity by Tenure¹

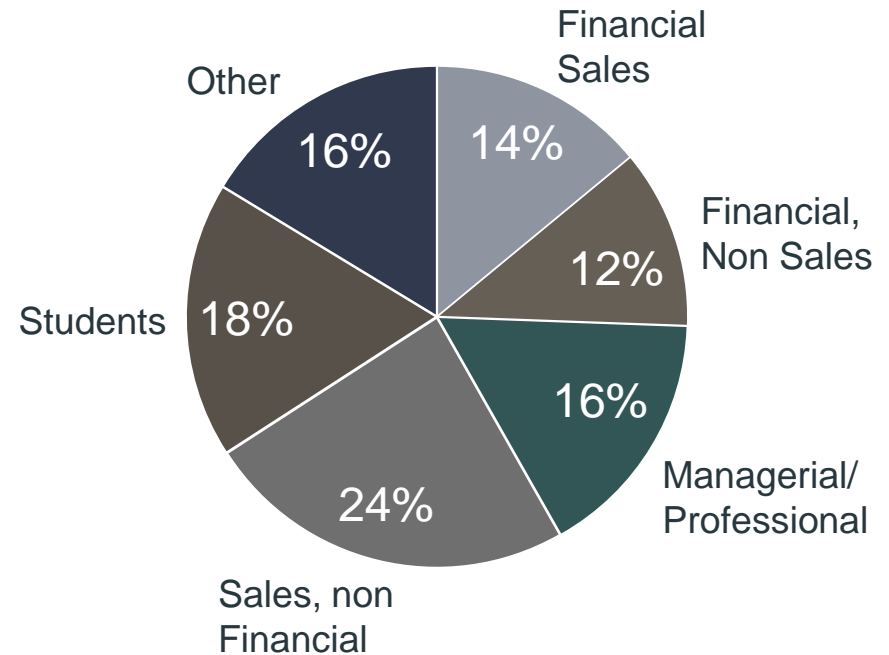
- As new Consultants gain more experience they increase sales productivity
- Recent new hires are on track to achieve higher productivity as tenure increases



Consultant Productivity Increases Significantly With Tenure

DIVERSE BACKGROUNDS OF POTENTIAL RECRUITS

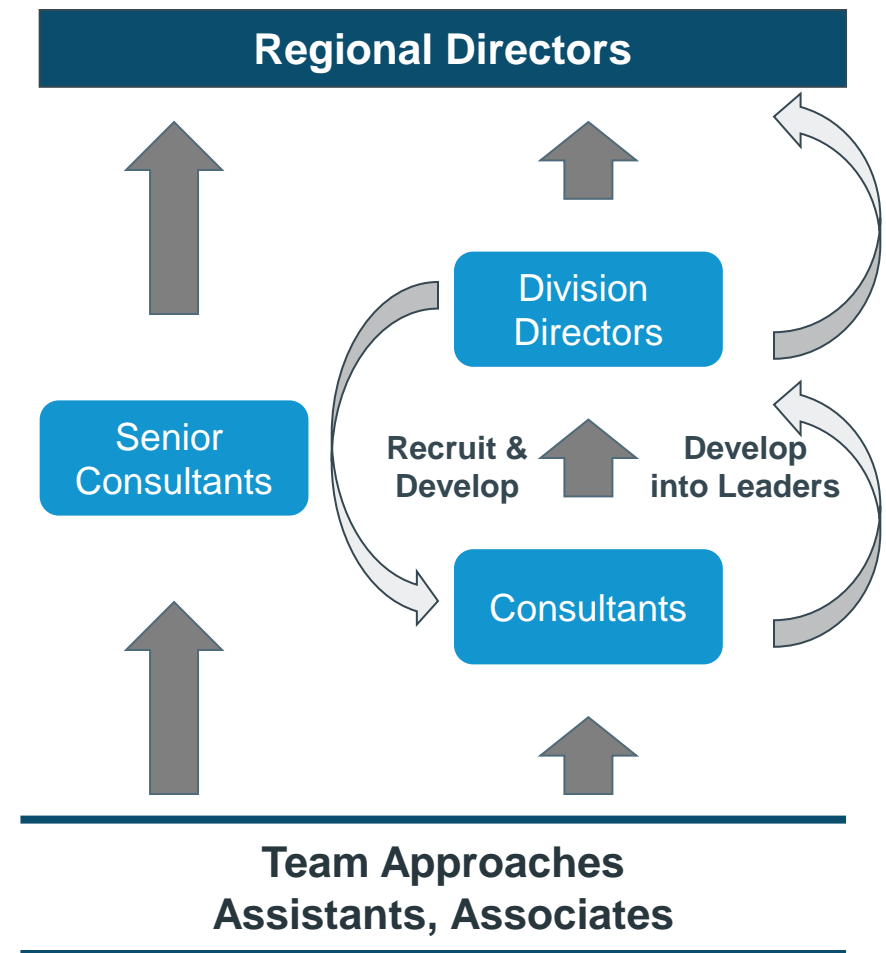
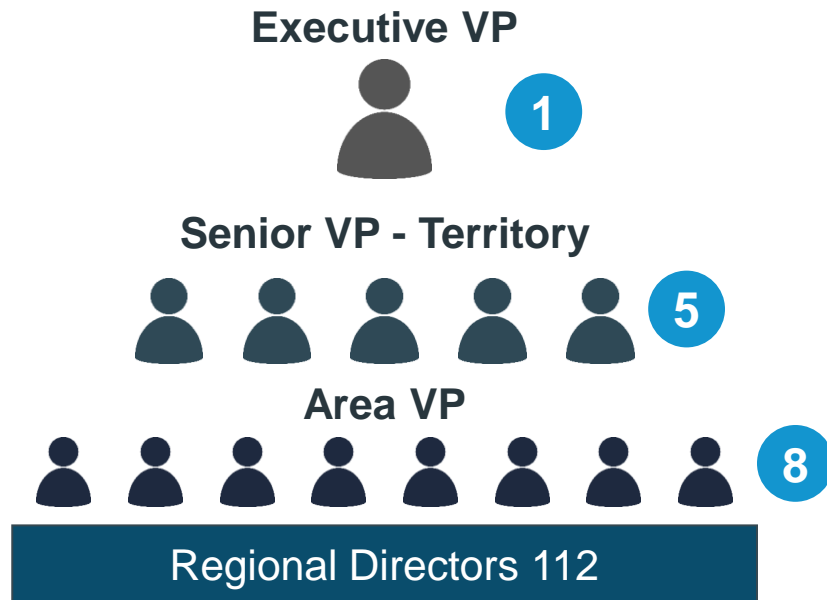
Through our disciplined recruiting process, we attract a diverse group of people who strive for a more independent and entrepreneurial opportunity with the structure and support provided by Investors Group



Diverse Population of Potential Recruits Provides Significant Growth Capacity

OUR STRUCTURE ENABLES ORGANIC GROWTH

- Senior leadership possessing long tenure and Consultant experience drives culture and stability
- Territories include: BC/Alberta, Midwest, Ontario/Atlantic and Quebec



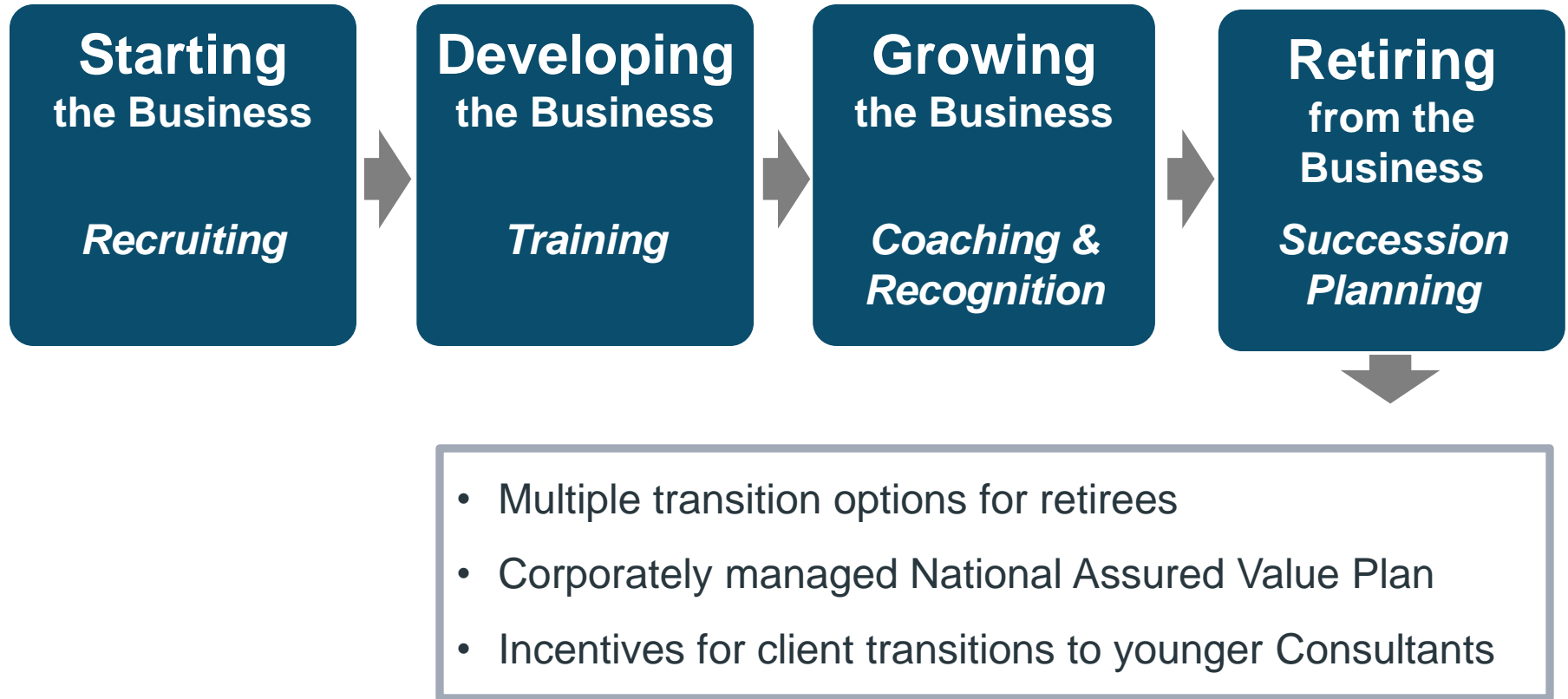
Strong Leadership, Structure and Stability Drives Organic Growth

CONSULTANT VALUE PROPOSITION IS ALIGNED TO SERVE CLIENTS WELL



Leading Value Proposition and Strong Culture for Consultants

THE CONSULTANT EXPERIENCE



Strength in Training and Succession Leads to Strong Future Growth and Client Servicing

RECOGNITION OF VALUE PROPOSITION BY CONSULTANTS

Rated #1 Dealer Overall

2015 Dealers' Report Card, How Advisors rated their firm, Investment Executive Research¹

Rated #1 in Core Components of Value Proposition

- | | |
|--|--------------------------------------|
| ✓ Support for developing financial plan | ✓ Technology tools & advisor desktop |
| ✓ Support for developing investment plan | ✓ Reward and recognition |
| ✓ Support for will and estate, tax and insurance planning | ✓ Corporate culture |
| ✓ Ongoing training | ✓ Firm's ethics |
| ✓ Support for helping to deal with changes in the regulatory environment | ✓ Firm's stability |
| | ✓ Firm's strategic focus |

Rated #1 Dealer in Canada by Our Consultants

CONTINUALLY EXPANDING OUR FINANCIAL PLANNING ADVANTAGE

Consultant Planning Proficiency

1,540 Consultants hold CFP / F.P.I. designation & **685** enrolled

Financial Planning Support & Training

240+ Support Specialists¹
Comprehensive internal tools & training

Client Service Focus

Client surveys align Consultant rewards & recognition with client experience

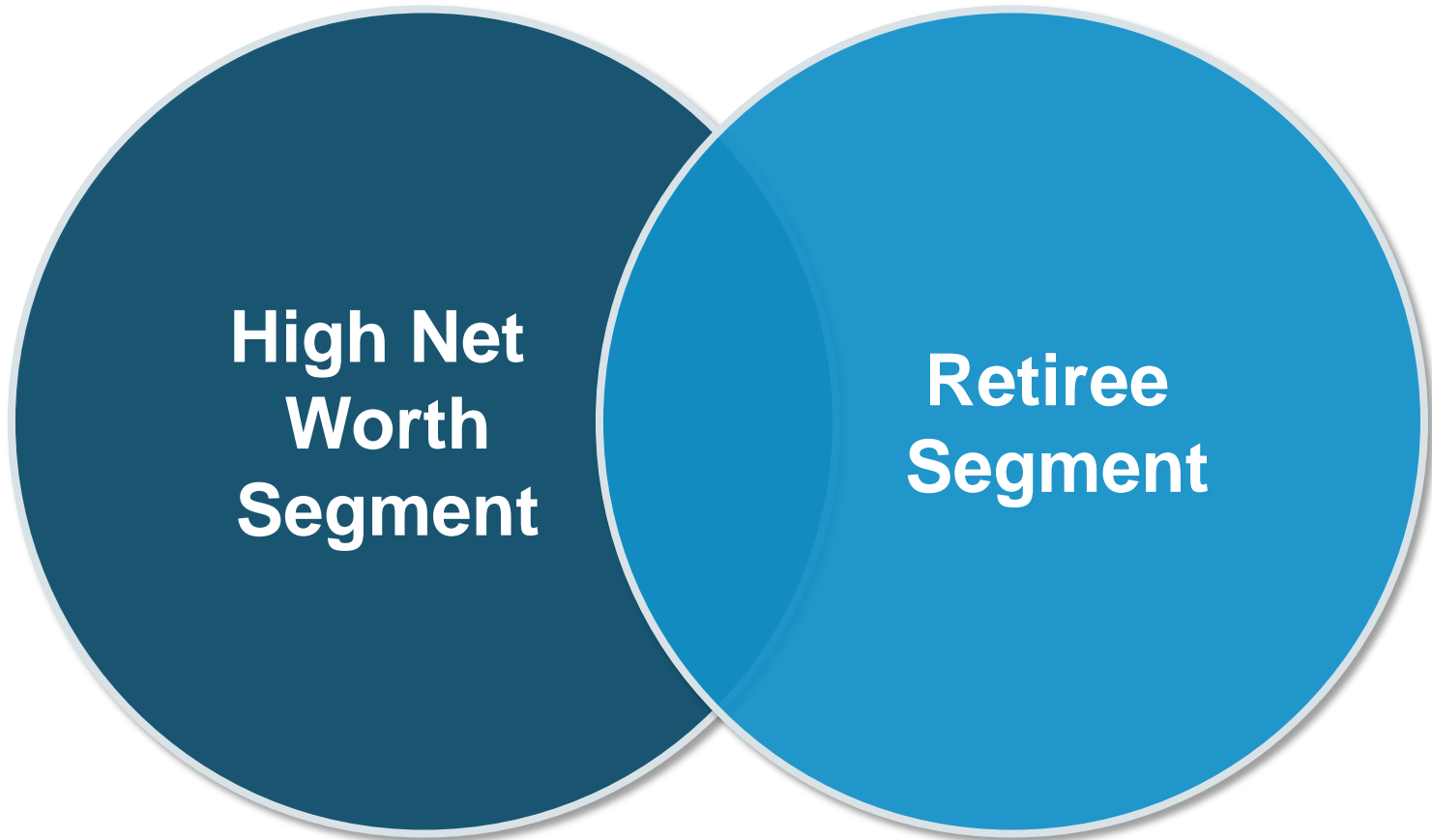
350,000 financial plans completed in the last twelve months

85% of existing clients report having a financial plan

~90% of clients willing to refer

Our Planning Excellence Results in High Client Satisfaction Scores

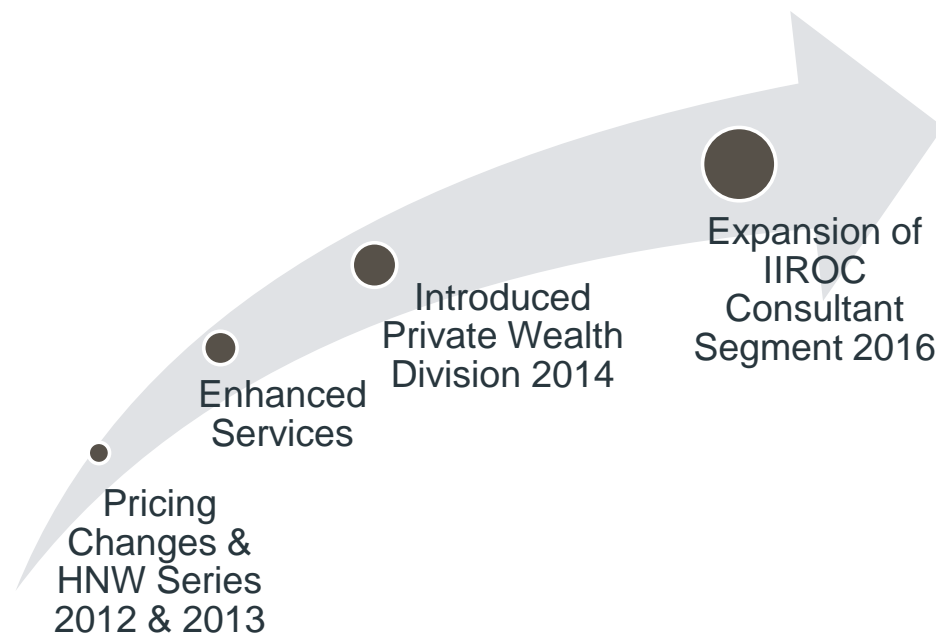
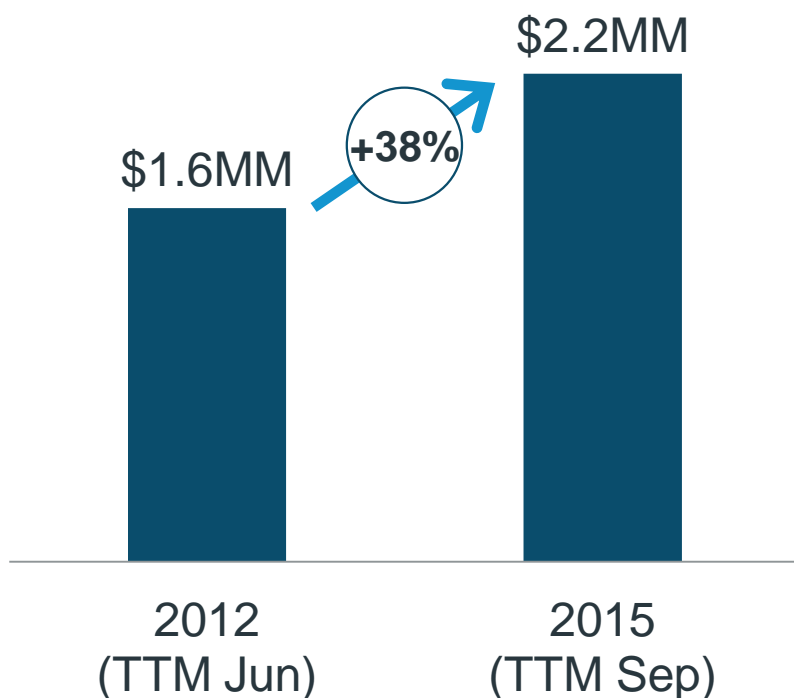
KEY GROWTH AREAS



CONSULTANT NETWORK PRODUCTIVITY & INITIATIVES TO FURTHER GROW HNW SEGMENT

Experienced Consultant Investment Sales Productivity¹

> 4 years experience

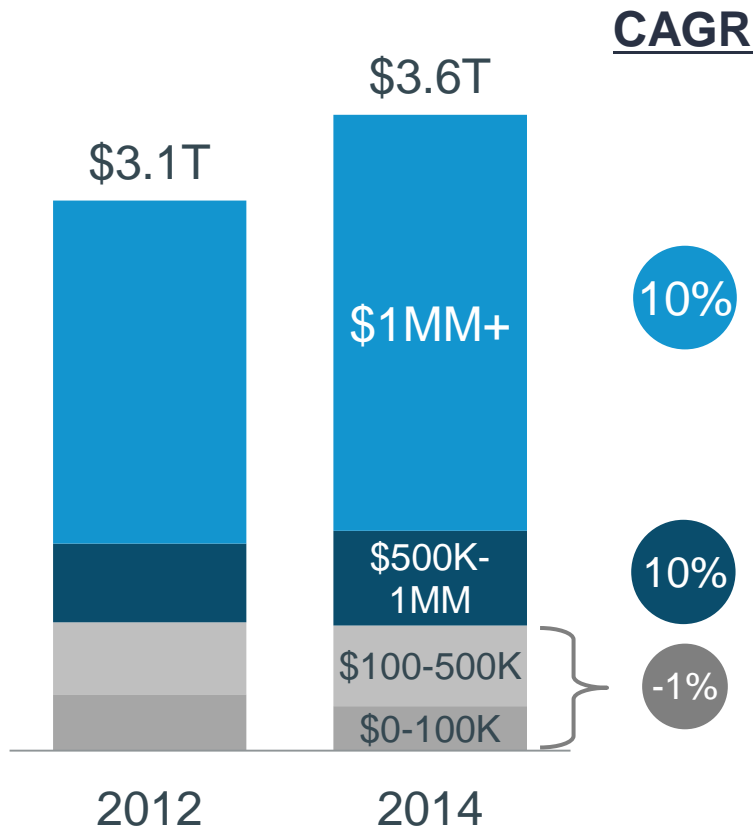


Initiatives focused on HNW Segment have driven recent productivity improvements of experienced Consultants

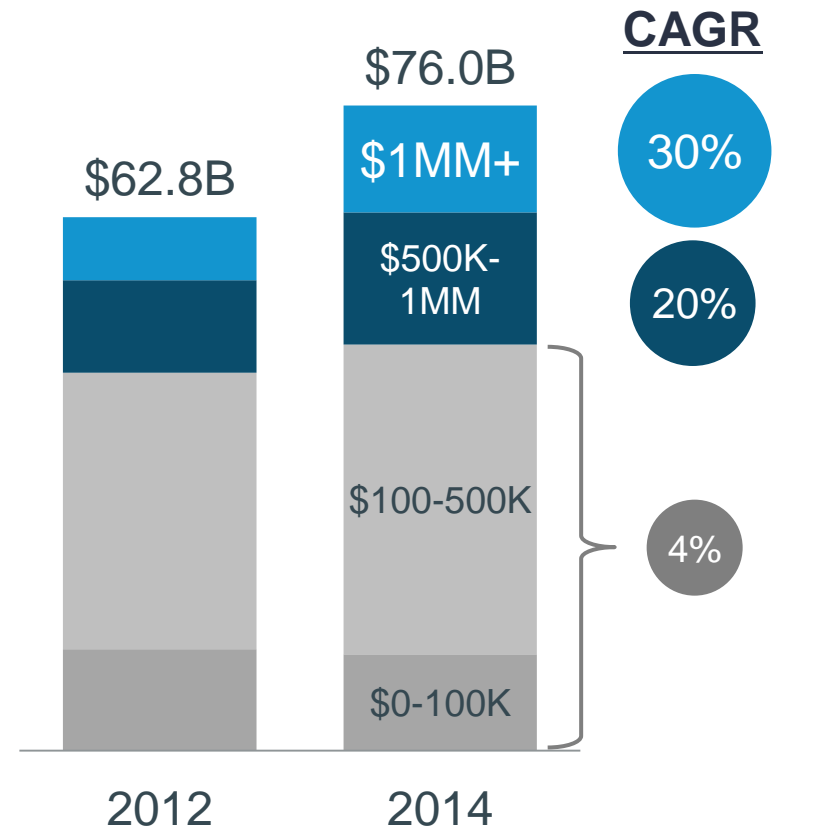
Consultant Productivity is Up, Largely Driven by HNW Success

DEMONSTRATED SUCCESS IN THE HNW MARKET

Canadian Financial Wealth by Wealth Band



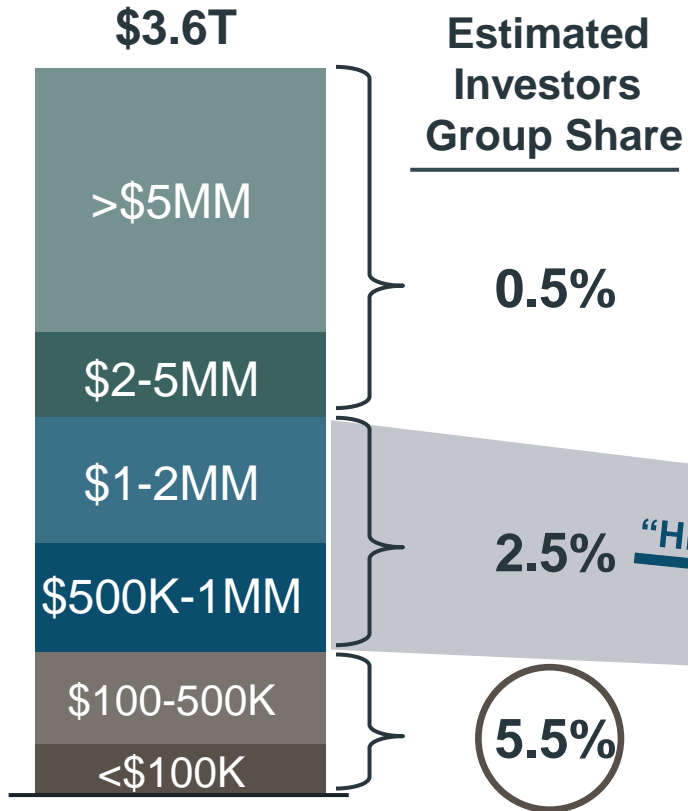
Investors Group AUA by Wealth Band



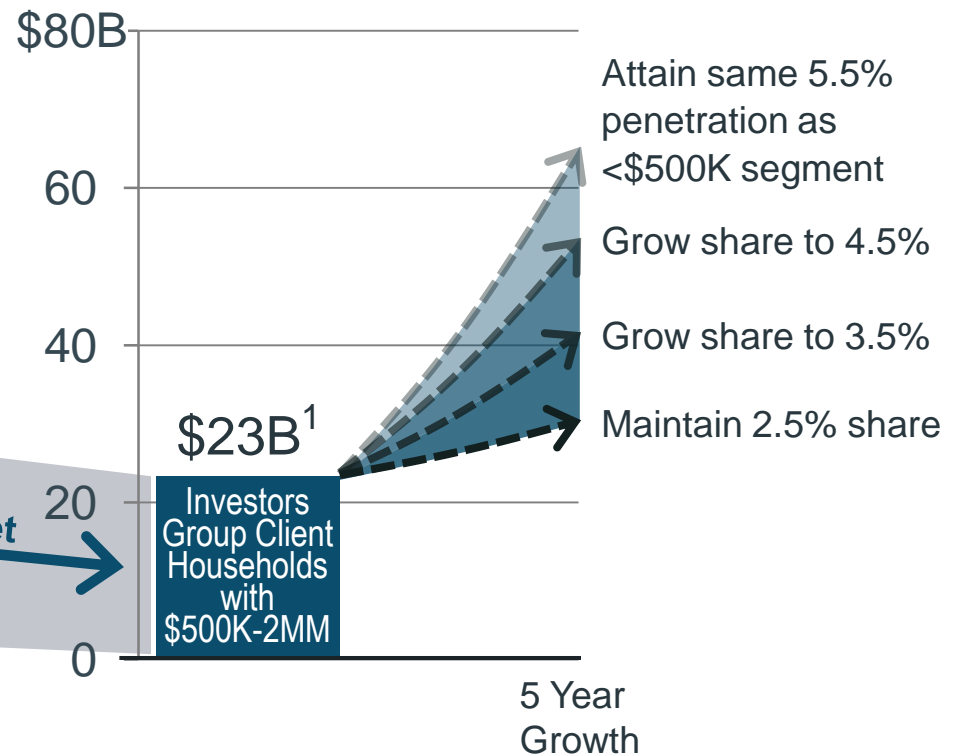
Our HNW Growth has Been ~2-3x Greater than the Industry

SIGNIFICANT OPPORTUNITY TO FURTHER GROW HNW

Canadian Financial Wealth Assets
by Wealth Band



Opportunity to Increase Share in
\$500K-2MM Wealth Segment



We Have a Compelling Offering & Strategy to Grow HNW Market Share

COMPETITIVE ADVANTAGE IN HNW SEGMENT

Prospective Client's Financial Needs



Investments



Retirement



Mortgage



Estate Planning



Tax Planning



Insurance

> 95% of Consultants insurance licensed ¹

Investors Group Financial Planning Approach

Comprehensive Financial Plan Focused on Client's Life Goals

Life Goals and Planning Approach is Our Advantage

RETIREE SEGMENT MARKET OPPORTUNITY

The Retiree Opportunity

\$1.2T & rising financial wealth held by Canadians 65 years+

65+ segment switch financial institutions as often as other Canadians¹

Advisor retirement at competing firms disrupts & activates this segment

Investors Group Advantage

13% of recruits are 50+, and this is growing

Highly satisfied existing retiree clients

Personal planning approach resonates with retirees complicated finances

Estate planning supports intergenerational relationships

Investment, insurance and foundation products from Investors Group fulfill planning goals

Well Positioned for Large Retiree Market Opportunity

KEY TAKE-AWAYS

Distribution Power of the Consultant Network

- Consultant network is a key competitive advantage and highly scalable

Strong Value Proposition for Consultants and Clients

- Industry-leading value proposition, and recruitment and training programs, drives success in hiring, developing and retaining high-quality Consultants
- Continually expanding our financial planning advantage and high quality offering to clients

Accelerated Future Growth with More Focus on Targeted Segments

- Focus on underpenetrated key segments (HNW and retiree) will accelerate AUM growth



Todd Asman

Executive Vice President,
Product & Financial Planning
Investors Group

WHAT YOU'LL HEAR TODAY

- The strength of our comprehensive advice offering and the competitiveness of our fees by client segment
- Our focus on client portfolio returns and changes in our investment management division, which have led to improved performance
- Growth initiatives to penetrate HNW and retiree markets

PRODUCT OFFERING AND PLANNING SUPPORT

Mutual Funds

Broad range of mutual funds
Managed asset & multi-manager investment programs

\$71.9B

Assets Under Management

Guaranteed Inv. Funds

Broad range of guaranteed investment funds
Manufacturing and distribution margin

\$1.6B

Assets Under Management

Insurance

Broad range of insurance products

\$69.3 MM

New Annualized Premiums (TTM)

Mortgages

National mortgage lender providing residential mortgages to Investors Group clients

\$10.3B

Mortgages Serviced

Banking

Private labeled offering provided by National Bank

\$3.0B

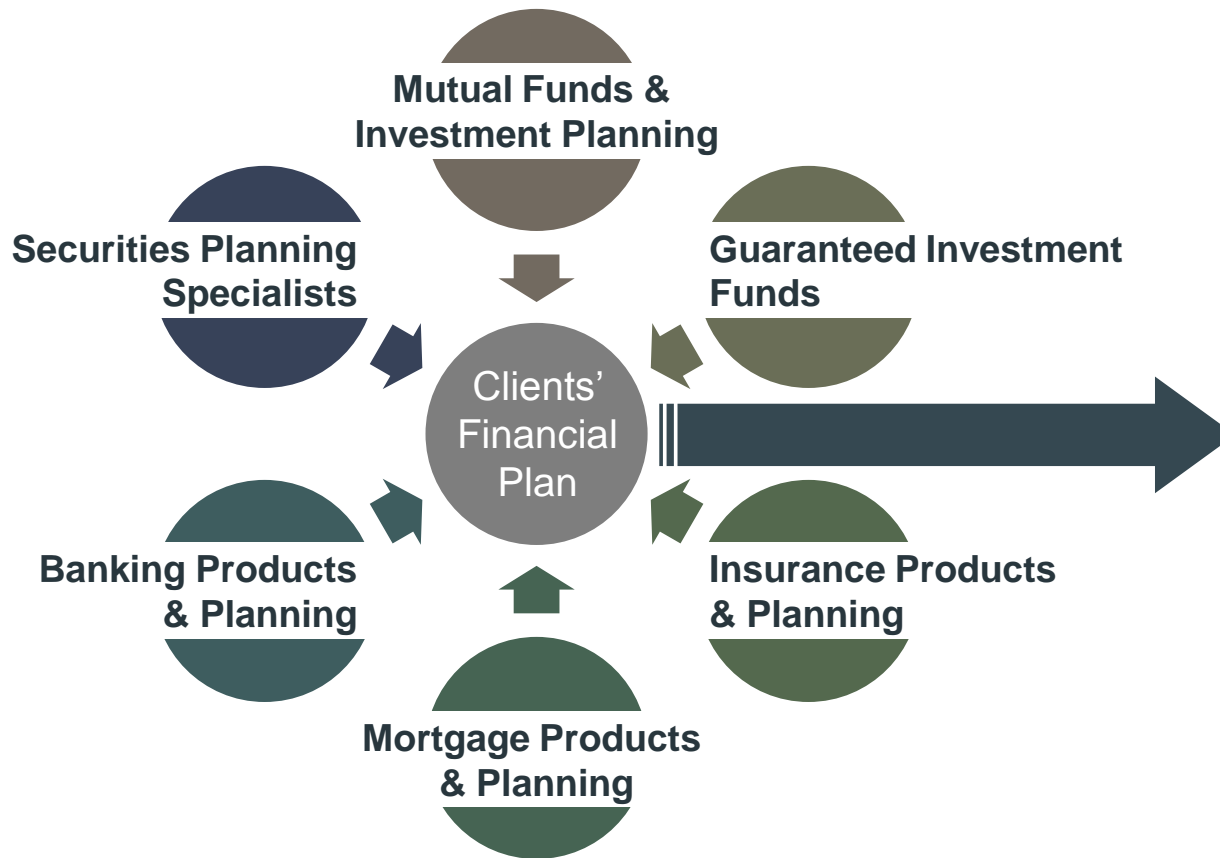
Deposit & Credit Products

32 Advanced Financial Planning Support & Retiree Planning Specialists

56 Securities Planning Specialists
61 Insurance Planning Specialists
99 Mortgage Planning Specialists

Extensive Product Breadth & Specialists to Support Clients' Financial Plans

COMPREHENSIVE PLANNING APPROACH

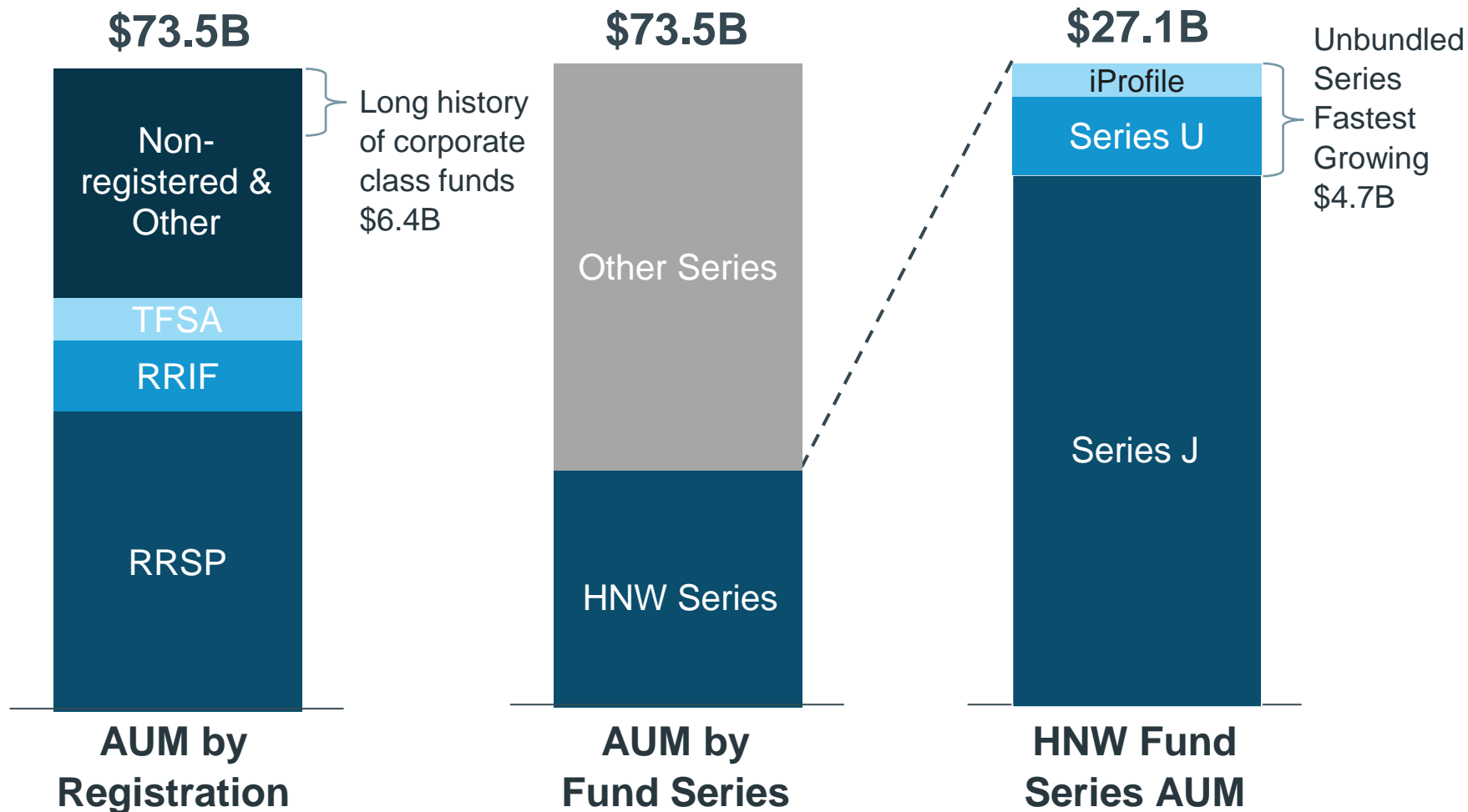


- **Strong Client Retention**
Industry leading 8.4% redemption rate on LT funds
- **High Client Satisfaction**
>90% of existing clients satisfied with service & contact level
- **Growth in Clients through Referrals**
~90% of clients willing to refer

Financial Planning Culture

Strong Client Retention, Satisfaction and Referability

BROAD INVESTMENT FUND OFFERING



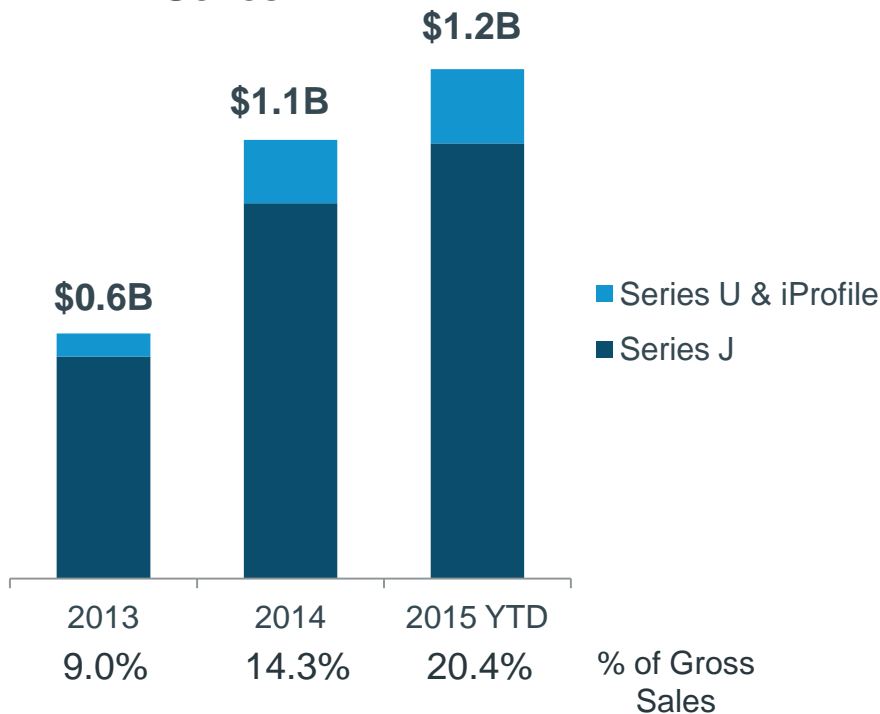
Strong Product Penetration Across Consultant Network

GROWTH IN HNW AND UNBUNDLED SERIES

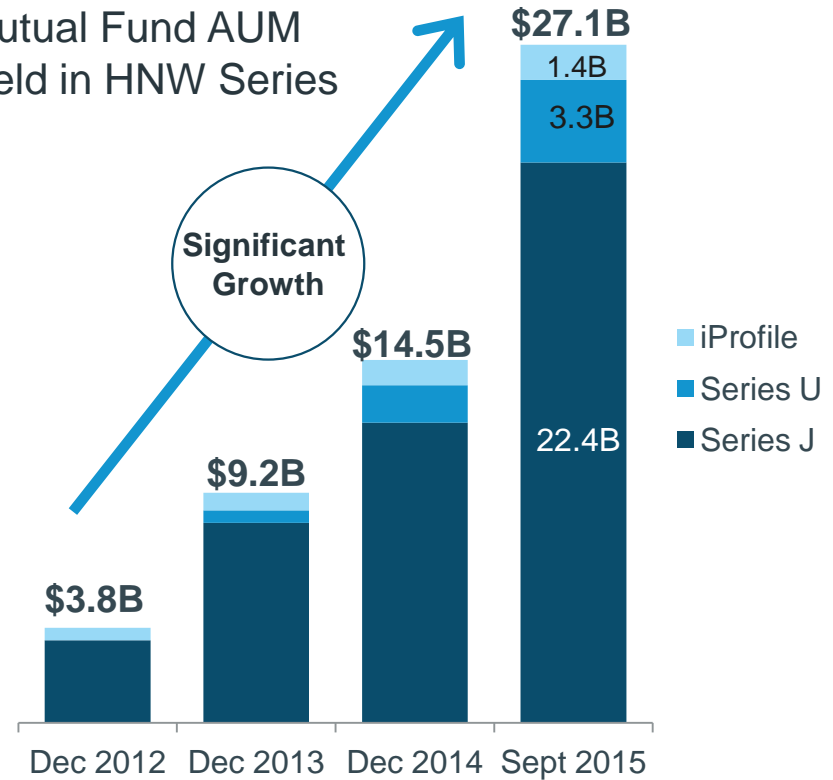


Increasing Sales in HNW & Unbundled Pricing Structures¹

Gross Mutual Fund Sales in HNW Series



Mutual Fund AUM Held in HNW Series



HNW Pricing Structures Growing Rapidly

INSURANCE PLANNING ADVANTAGE

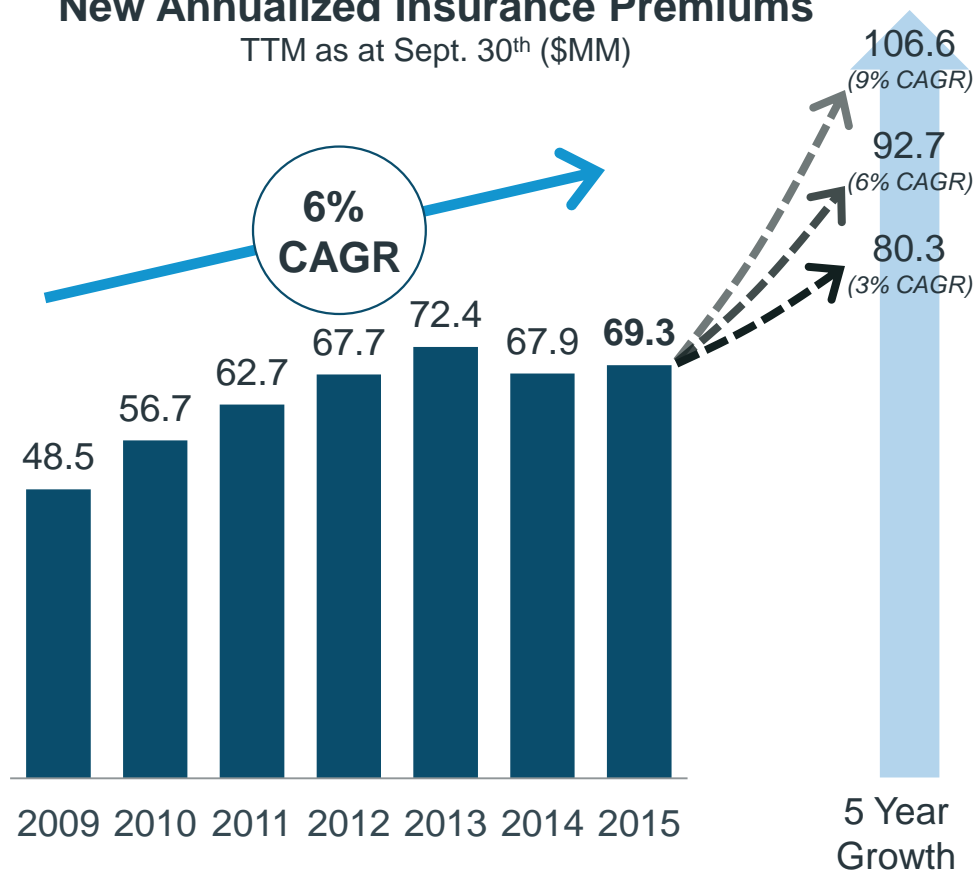
Complete Insurance Offering

- Term, universal life, whole life
- Disability, critical illness, long-term care, personal health care coverage, group insurance
- Average of 10 policies per year for each insurance-licensed Consultant
- Distribution agreements with four leading insurance companies



New Annualized Insurance Premiums

TTM as at Sept. 30th (\$MM)



A Leading Distributor of Life Insurance in Canada

BANKING AND MORTGAGES

Banking Offering

- Private label Solutions Banking offering provided through National Bank

\$3.0B Loans & Deposits

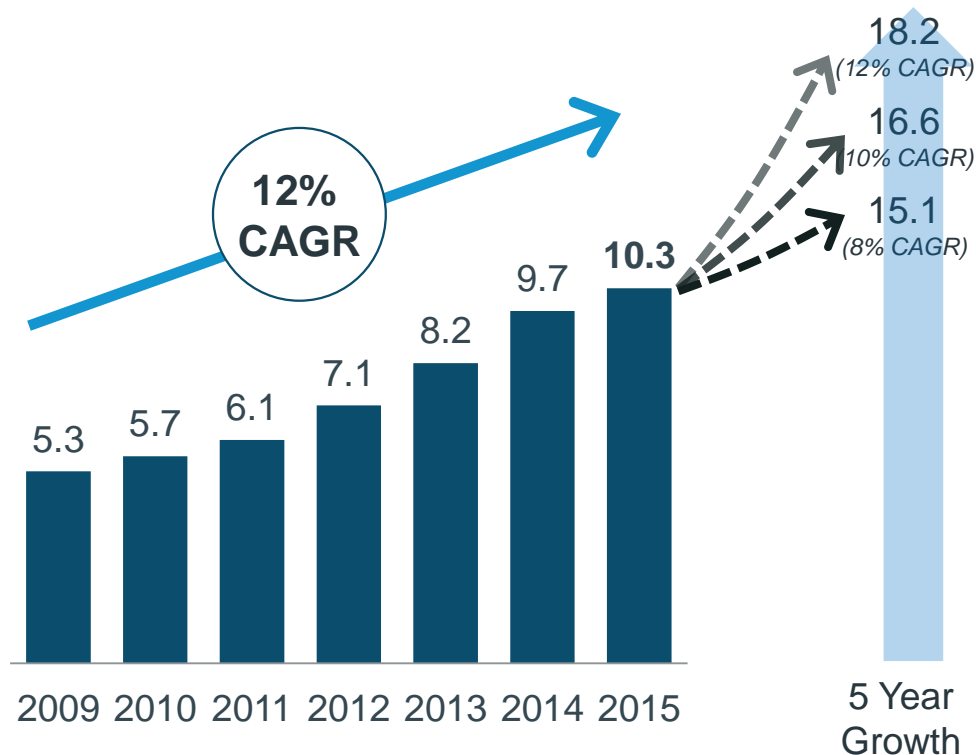
- April 2015 introduction of new industry leading All-in-One product – strong early success

Mortgage Offering

- National mortgage lender offering residential mortgages to Investors Group clients

Mortgage Loans Outstanding

As at Sept. 30th (\$B)



Strong Usage of Mortgages & Banking Across Consultant Network

CRM2 – PERFORMANCE AND COST REPORTING

Client Relationship Model – Phase 2 (CRM2)

- Client account performance reporting (in place Q2 15)
- Cost reporting of amounts transferred from manufacturers to dealers (in place Q2 17)

- Early Rate of Return Delivery to Investors Group Clients
- Comprehensive Planning Provided by Consultants – Value for Fees
- Price Differentiation by Wealth Segment

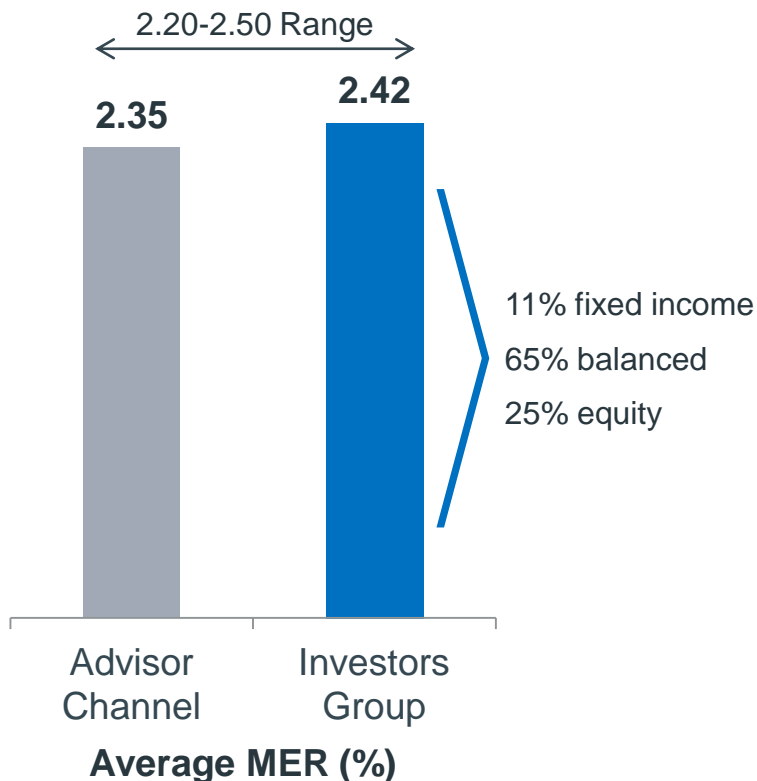
Investors Group is Well-Prepared for CRM2

COMPETITIVE SEGMENTED PRICING STRATEGY

Advisor Channel Below \$500K Example

Asset Weighted Average MERs

Retail Series Published MERs Dec. 2014



Segmented Pricing Strategy

**Below
\$500K**

- Retail Priced Fund Series

**Over
\$500K**

- Series J - Bundled Pricing
- Series U - Unbundled Pricing
- iProfile - Unbundled Pricing (households over \$250K)

**Over
\$1MM**

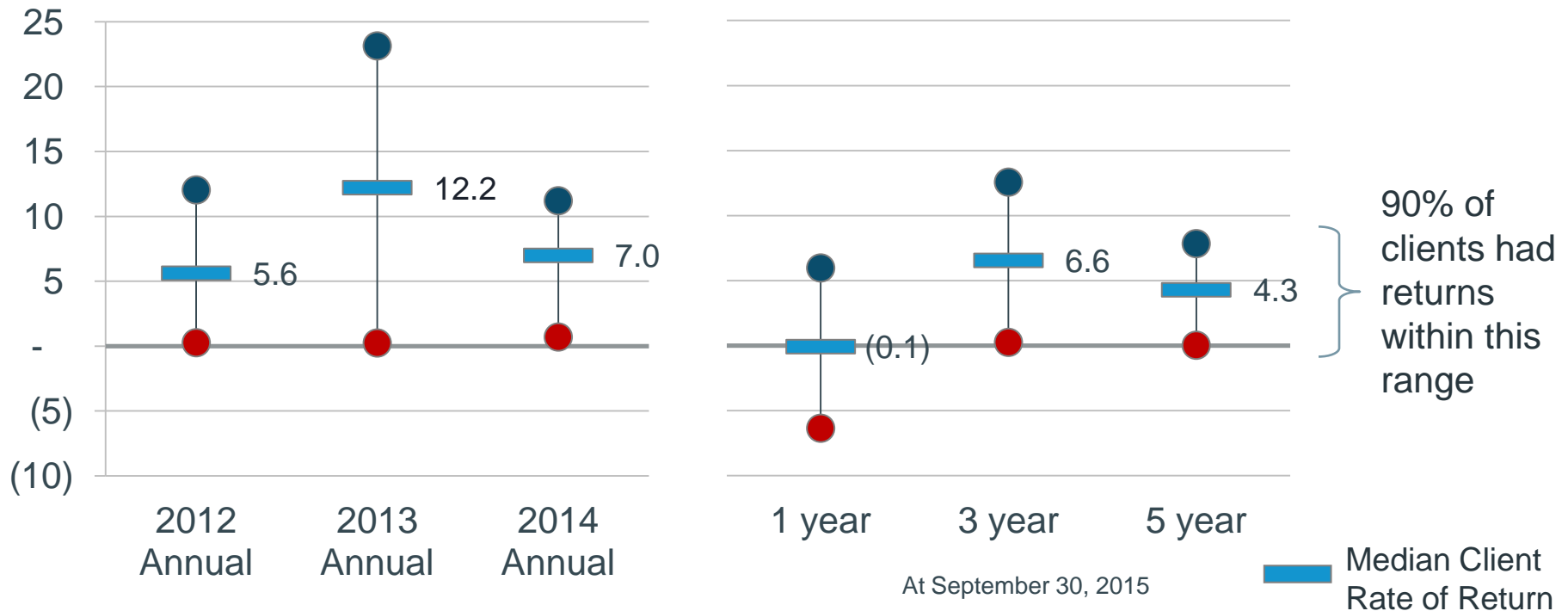
- Pricing Flexibility - Ability to Negotiate Lower Fees

Competitive Pricing Structures for HNW & Mass Market

INVESTMENT PERFORMANCE FOCUSED ON THE CLIENT

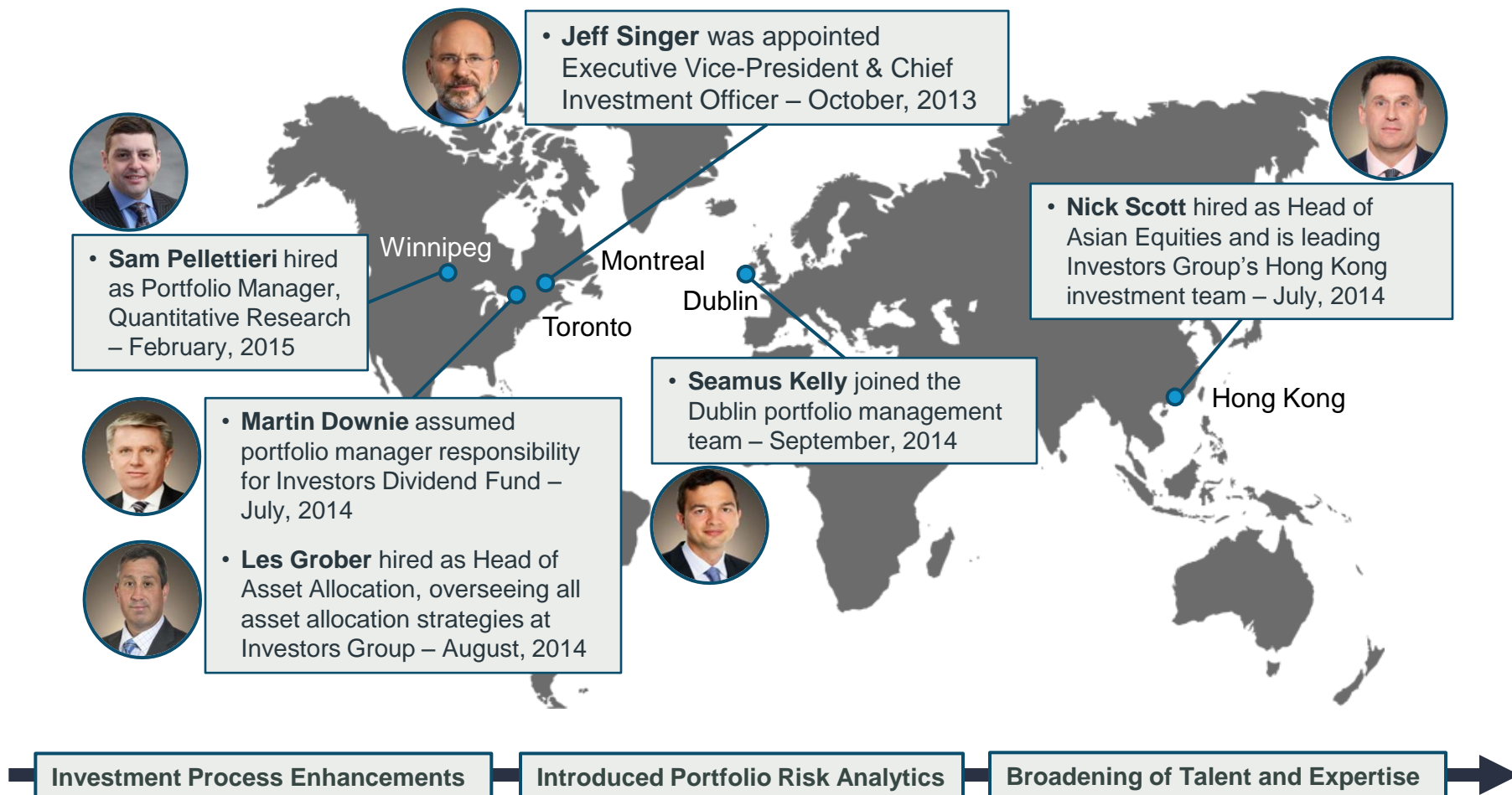
- Investment teams focus on alpha generation relative to an appropriate benchmark
- Ensures fund performance is consistent with asset class returns which is essential for constructing individual client portfolios

Investors Group Client Account Rate of Return Experience (%)



Focus on Generating Alpha Ensures Long-term Client Success

DEVELOPMENT OF INVESTMENT MANAGEMENT TALENT & DISCIPLINES



Significant Enhancements to Investment Management Capabilities

BROAD IMPROVEMENT IN INVESTMENT PERFORMANCE BASED ON GROSS RETURNS RELATIVE TO BENCHMARKS

	September 30, 2014					September 30, 2015				
	YTD	1Y	3Y	5Y	10Y	YTD	1Y	3Y	5Y	10Y
Canadian Equities										
US Equities										
Global / International										
Balanced										
Fixed Income										
Portfolio Funds										

Gross Returns Above Benchmarks

	Fixed Income	Equity & Balanced
Dark Green	> +30bps	> +110bps
Light Green	0 to +30bps	0 to +110bps
Orange	-30bps to 0	-110bps to 0
Red	< -30bps	< -110bps

**INCLUDES INTERNAL
TEAM OF INVESTMENT
MANAGERS**

Alpha Generation has Improved with Changes Made by New CIO



1. For each individual mandate, Investors Group has selected an appropriate benchmark index based on the investment objective/strategy of the mandate.

2. Shading denotes performance (Eq. + Bal/FI Threshold: 110/30 bps); Green - Above threshold, Light Green - 0 to threshold, Orange - 0 to negative threshold and Red - Below negative threshold.

This graphic illustrates the improvement in Gross Return Above Index returns of the Investors Group mandates (being the difference in their returns, gross of fees, relative to their internal benchmark indices) for the performance periods ended September 30 2015 as compared to the performance periods ended September 30 2014. These mandates are advised exclusively by I.G. Investment Management, Ltd. and its affiliates. Management believes that a comparison using gross returns is more reflective of investment performance relative to each fund mandate's comparative index. The actual performance between corporate class and non-corporate class alternatives for each fund mandate may vary.

This is for illustrative purposes only to assist in assessing the portfolio management capabilities of I.G. Investment Management, Ltd. and its affiliates [generally] and is not intended to provide performance information to investors considering investing in one or more Investors Group funds. For this reason, individual fund names have been removed. The internal benchmark indices used for this comparison have been applied consistently in respect of each fund mandate over the time periods shown. As these indices are intended to provide a reasonable point of comparison for each mandate's specific investment strategy, they are not widely-recognized and publicly available indices in every case. These indices will be made available upon request.

PARTNER FUND BRANDS & INVESTMENT SUB-ADVISORS

- Investors Group offers a range of partner funds through sub-advisory relationships with other investment management companies



MACKENZIE
Investments

LAKETON
Investment Management

A division of GLC Asset Management Group Ltd.



Putnam
INVESTMENTS



PANAGORA



Irish Life



JARISLOWSKY FRASER
GLOBAL INVESTMENT MANAGEMENT



BEUTEL GOODMAN
Investment Counsel

LAZARD
ASSET MANAGEMENT

Allianz
Global Investors

LaSalle
INVESTMENT MANAGEMENT

J.P.Morgan
Asset Management



ARISTOTLE
CAPITAL BOSTON

Breadth of Investment Talent and Brand Choice for Investors



CONTINUED PRODUCT SHELF EXPANSION

Dynamic Asset Allocation & Income Solutions

Maestro Portfolios

- Combine a long-term investment management outlook with dynamic asset allocation strategies to adapt to market movements that may create investment opportunities – Managed by Les Grober
- \$0.5B of AUM since July 2015 launch

Dynamic Fixed Income Portfolios

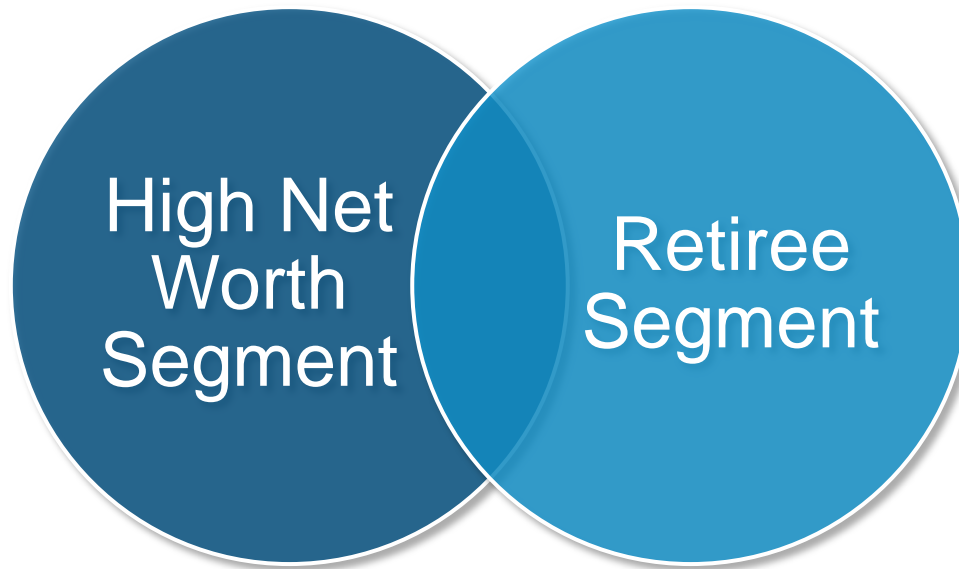
- Fixed Income Flex Portfolio – IGIM
- Global Fixed Income Flex – PanAgora
- \$2.2B of AUM as of Sept. 30th 2015

Low Volatility Funds

- Canadian Equity – IGIM
- US Equity – Putnam
- Global Equity – Irish Life

Recent Launches Enhance Our Product Capabilities

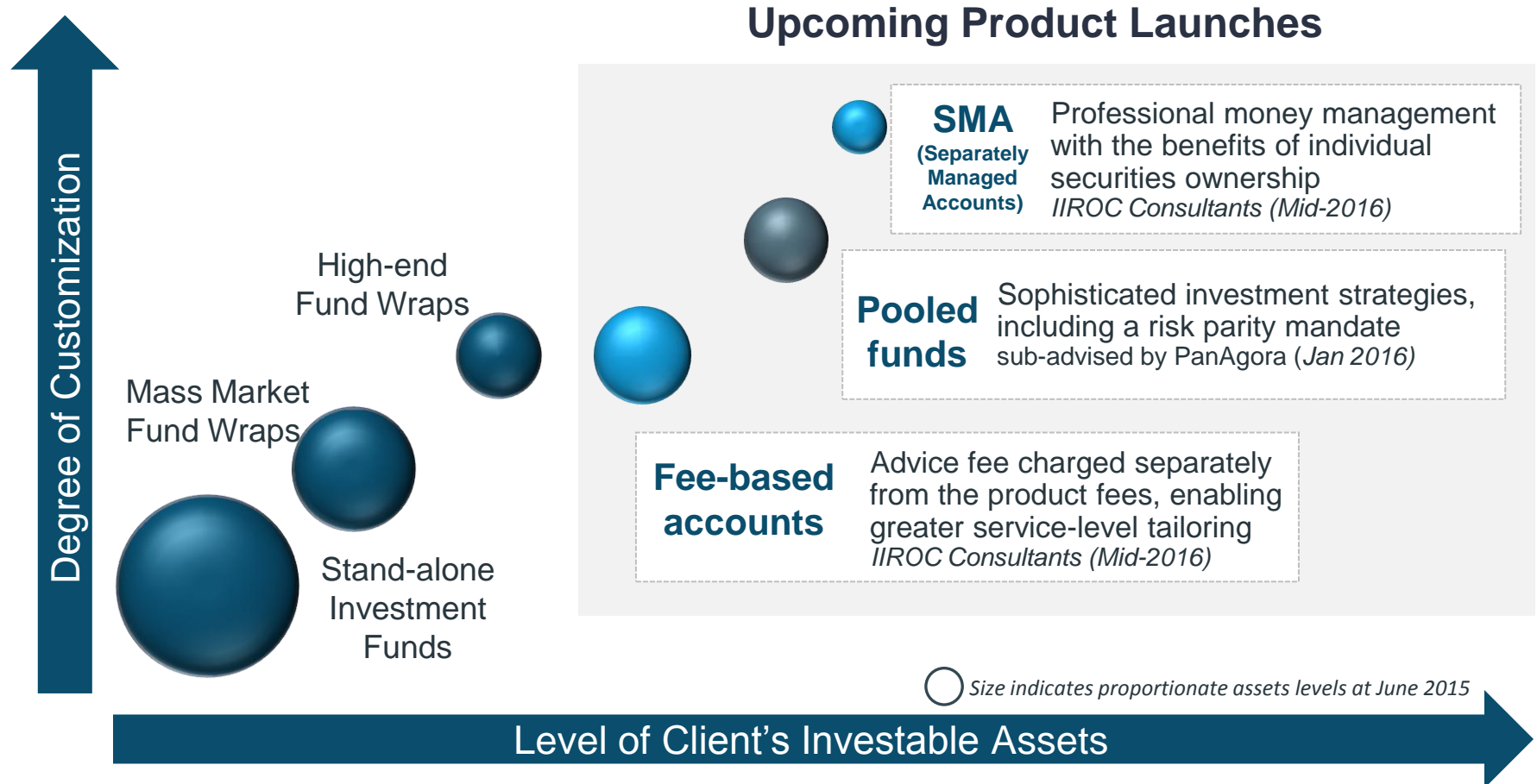
KEY GROWTH AREAS – HNW & RETIREE CLIENT SEGMENTS



- Product Offering Enhancements
- Enhancements to HNW and Retiree Planning & Services
- Increased IIROC Capabilities & New Platform

HNW and Retiree Product & Planning Enhancements to Accelerate Growth

INTRODUCING NEW PRODUCT CATEGORIES IN 2016



Additions to Offering Expands Our HNW & Retiree Advantage

INVESTORS GROUP PRIVATE CLIENT OFFERING

PRIVATE CLIENT

Investors Group Private Client is designed for all Consultants with specialized planning & products for the HNW market (households over \$500K)



Access to Planning Specialists

- Business succession
- Tax planning
- Estates
- Insurance

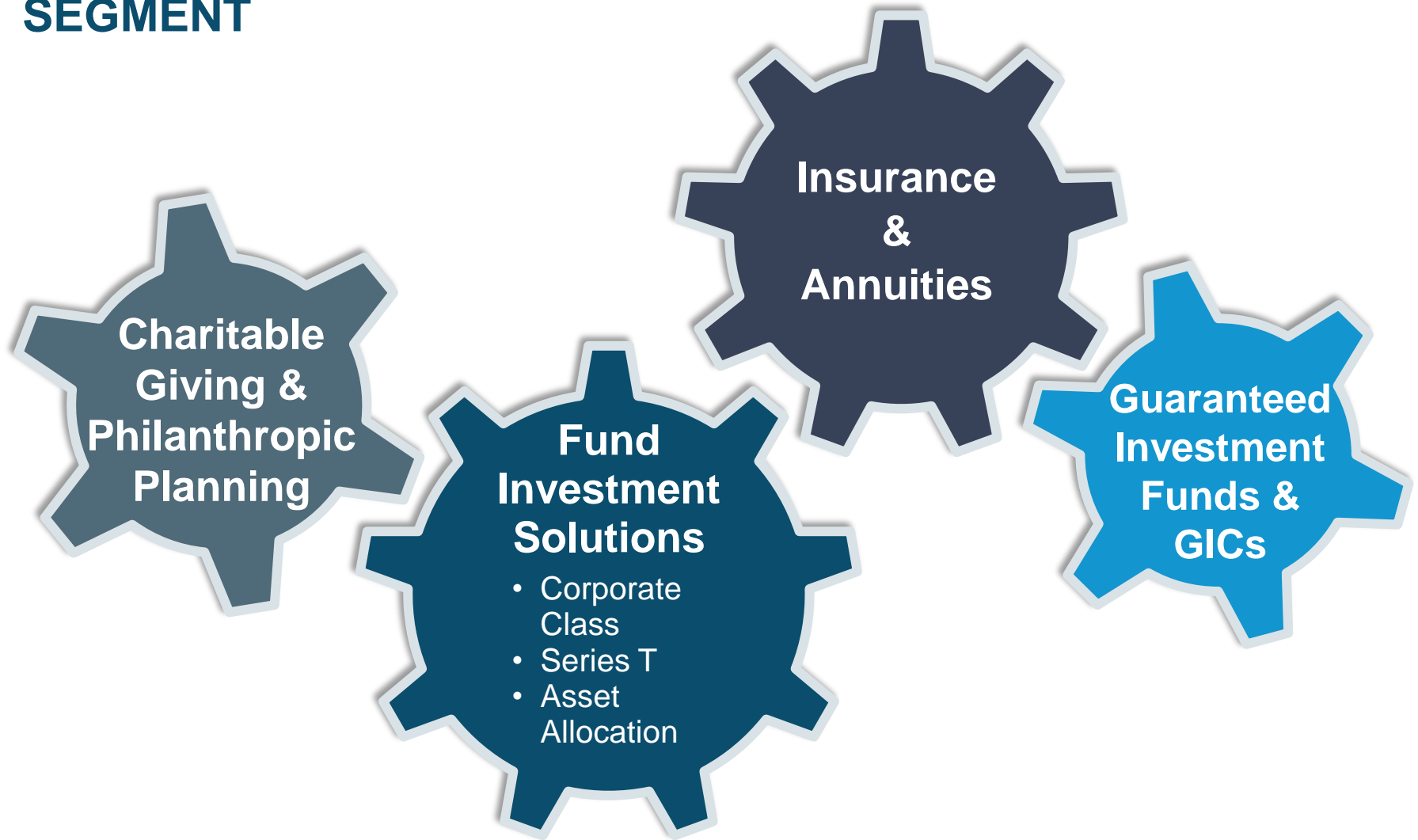


Specialized Products & Preferred Pricing

- Series U unbundled pricing
- Flexibility for lower fees (over \$1MM)
- iProfile Managed Asset Program
- Corporate Class tax-efficient investing
- Customized insurance planning

Enhancing Customized Solutions for HNW Market

POSITIONED FOR SUCCESS IN GROWING RETIREE SEGMENT



We have the Product Offering to Increase Share in Retiree Market

NEW DEALER PLATFORM FOR IIROC CONSULTANTS & ALL MFDA NOMINEE ACCOUNTS INTRODUCED IN MID-2016



New Dealer Platform

- Delivers an enhanced service experience to Consultants & clients
- Enables expansion of unbundled structures such as fee-based accounts
- Drives efficiencies over the longer-term



Greater IIROC Capacity

- Grow number of IIROC Consultants
- Proven increase in productivity for existing IIROC Consultants
- Segment of Consultants with focus on higher net worth clients and more complex investment planning needs
- Introducing Separately Managed Accounts & Fee-Based Accounts to enhance HNW investment planning capabilities

New Platform & IIROC Products to Drive Ongoing Productivity Improvements

NEW DEALER PLATFORM FOR IIROC & NOMINEE

Dealer Platform Video



KEY TAKE-AWAYS

Leading Financial Planning Offering

- Competitive advantage in planning and product solutions expected to drive growth in HNW and retiree segments

Strong Client Outcomes and Competitive Fees

- Strong client satisfaction and referability
- Competitive value proposition relative to fees
- Strengthened investment performance

New Initiatives to Support Growth in HNW & Retiree

- Increasing planning advantage
- Expanding IIROC, dealer and product capabilities
- Compelling HNW and retiree product solutions



Invest in life.

SUSTAINABLE ADVANTAGE



We Have the Elements & Drive to Capture Market Share

REGULATORY ENVIRONMENT – OUR PREPAREDNESS

CRM2

Mutual Fund Fee
Structures

Statutory Best
Interest

- 1 Delivered client account rate of return early
- 2 Increased Communication of Consultant's value proposition
- 3 Expansion of unbundled pricing offerings
- 4 Price competitiveness and differentiation by wealth segment
- 5 Enhanced alpha investment performance
- 6 Continued participation in regulatory discussions

**Well
Positioned for
Regulatory
Future**

Company Direction Aligned with Regulatory Dialogue

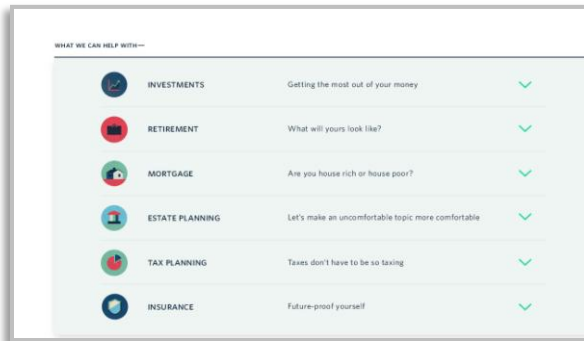
STRENGTHEN BRAND: NEW NATIONAL AD CAMPAIGN

- Multi-media approach launched September 22nd 2015



Print, broadcast TV and online pre-roll
116 million impressions and
400,000 active video views to date

Animated digital ads, paid
search and social integration drive to
investorsgroup.com



79% of website visitors completing
new quiz on key financial planning areas

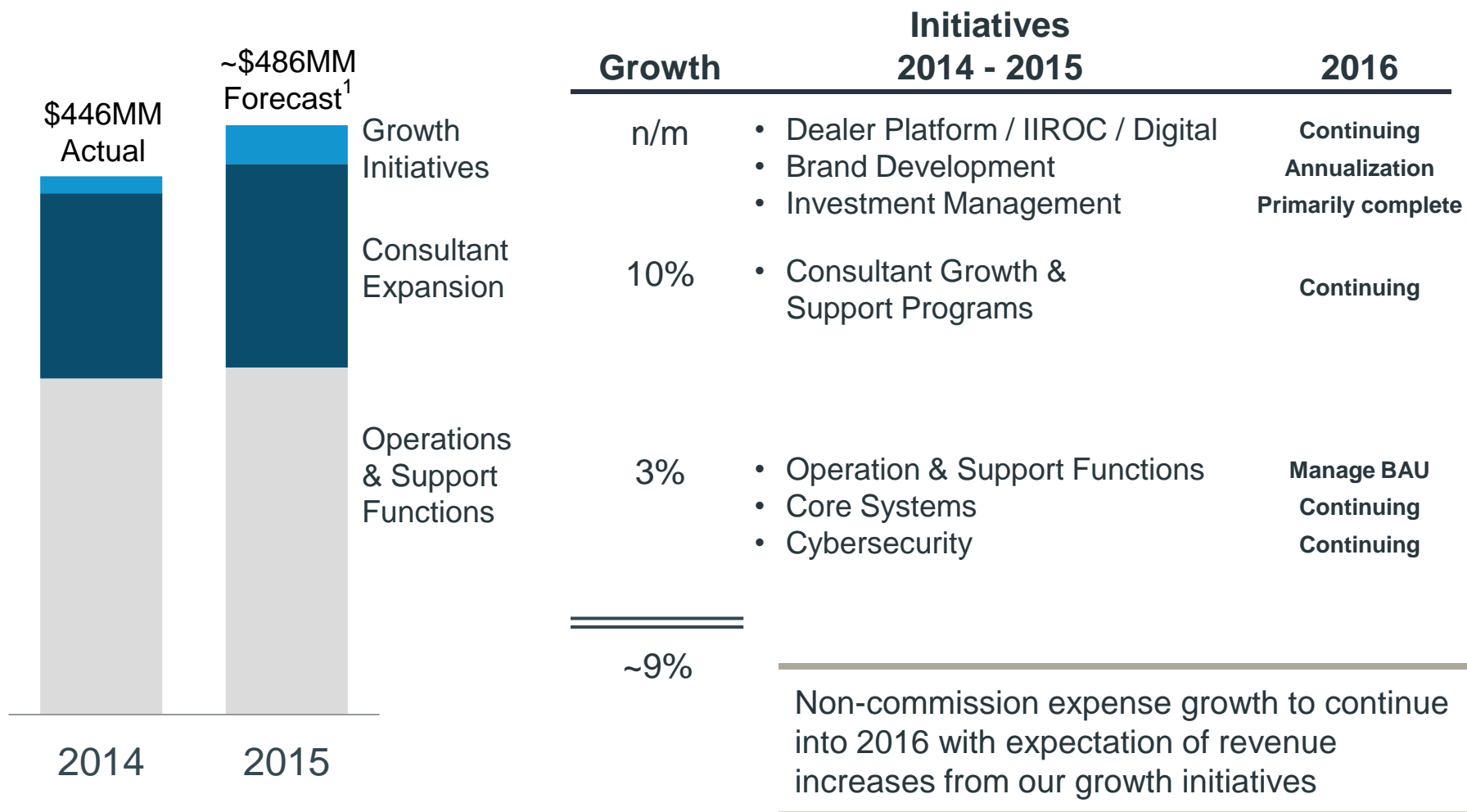
Reach Amplified Through Consultant Network

STRENGTHEN BRAND: NEW NATIONAL AD CAMPAIGN

Investors Group Ad



INVESTORS GROUP INVESTMENT IN BUSINESS & NON-COMMISSION EXPENSES



Investing for the Future to Drive Growth

KEY TAKE-AWAYS

Strong & Growing Consultant Network

- Consultant Network recruiting, retention and succession are strong
- Productivity is improving in both gross investment sales and other product areas in each tenure grouping
- New opportunities for IIROC licensing creates future productivity expansion

Strong Momentum Accelerated by New Initiatives

- Market share growth in the HNW and retiree segments
- Enhanced brand strength with new advertising campaign
- New initiatives to drive further growth

Positioned for Changing Environment

- Recent actions and future plans position us well to take advantage of an evolving competitive and regulatory environment

Growth Investments Set Stage for Earnings growth

- Investment in our business is expected to continue into 2016 which supports revenue and earnings growth, and positions the company well into the future



Invest in life.



Chris Reynolds

President & CEO
Investment Planning Counsel

WHAT YOU'LL HEAR TODAY

- One of Canada's largest independent financial planning companies
- Consolidator in the Independent MFDA/IIROC channels
- Highly regarded advisor support provides advisor recruitment and consolidation opportunities
- Scale created from integrating companies
- Growth in AUM from high quality and innovative product solutions drives future profitability

Investment Planning Counsel Overview

COMPANY SNAPSHOT

Founded 1996

Clients ~300,000

Employees 264 (Dec. 2014)

Advisor Network ~900

Branch Offices ~450

\$24.1B Total AUA

\$4.2B AUM ¹

\$0.4B Client Mortgages

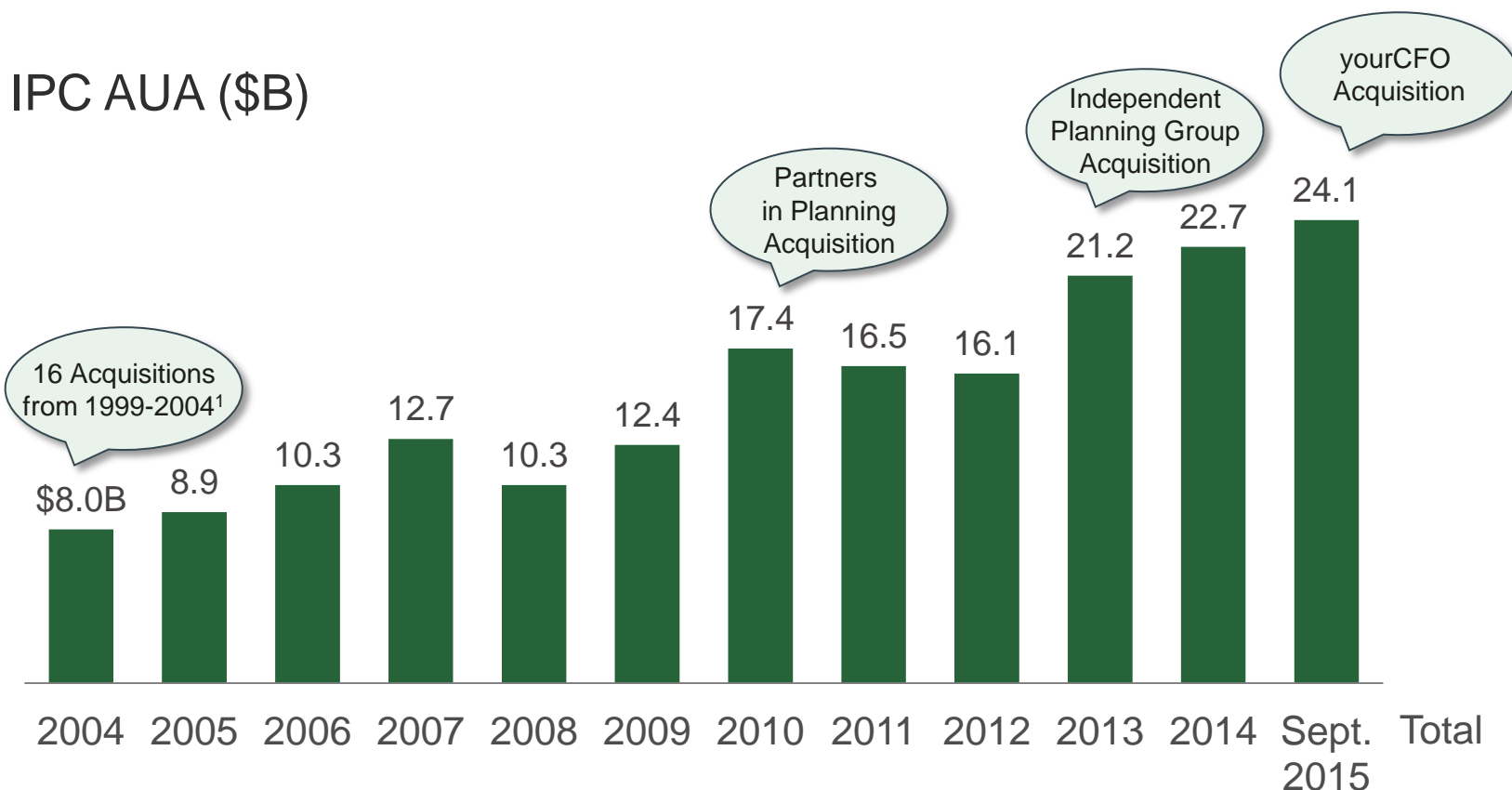
\$5MM Insurance Premiums²

Built Through Consolidation

One of Canada's Largest Independent Financial Planning Companies

CONSOLIDATOR – INDEPENDENT MFDA/IROC CHANNEL

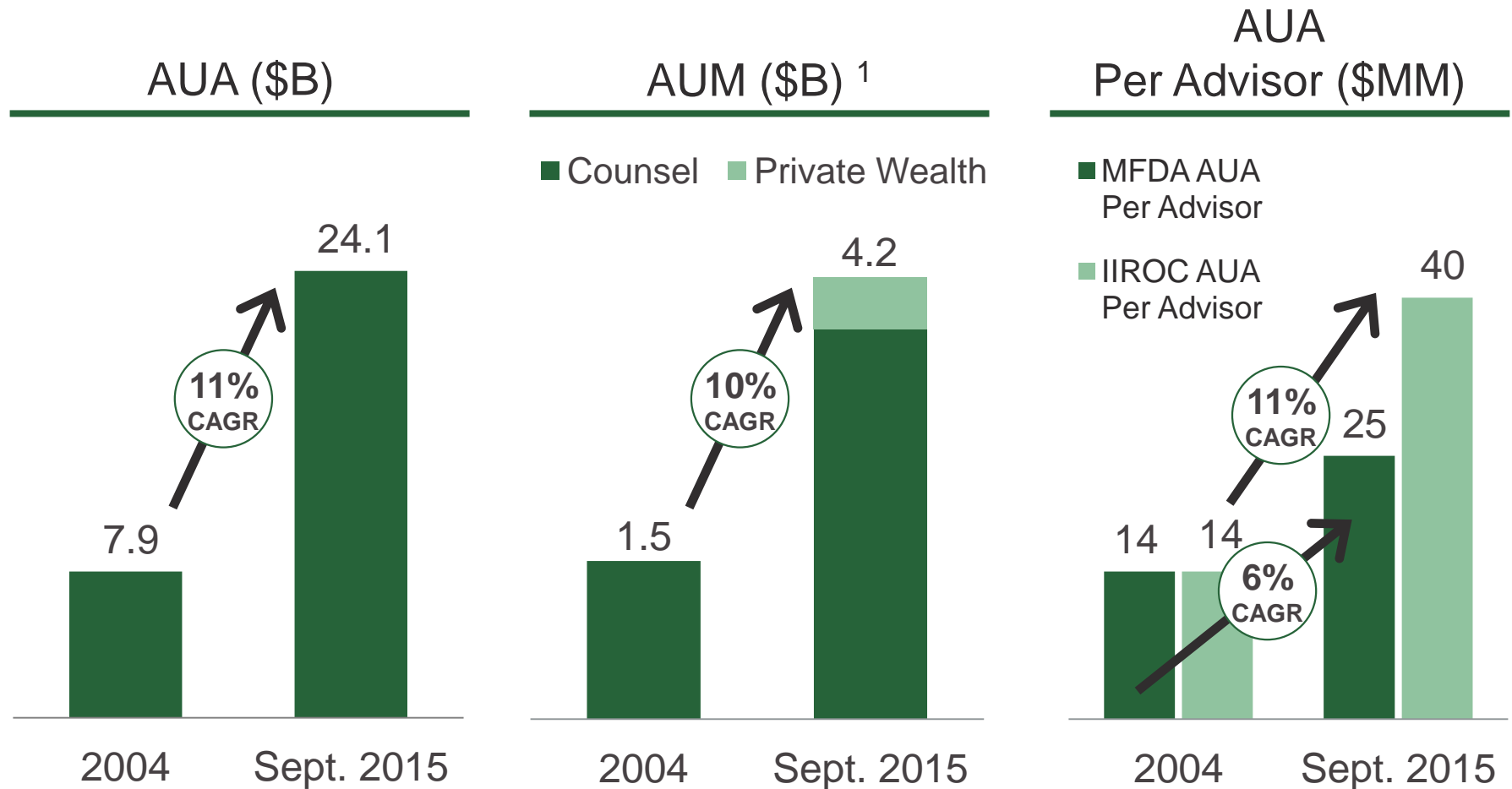
IPC AUA (\$B)



	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	Sept. 2015	Total
Acquisition	3.6	0.0	0.0	0.0	0.0	0.0	3.8	0.0	0.0	2.6	0.0	0.4	10.5
Recruited AUA	0.4	0.2	0.4	2.7	0.6	0.3	0.3	0.3	0.2	0.6	1.1	0.8	8.0
Total	4.1	0.2	0.4	2.7	0.6	0.3	4.1	0.3	0.2	3.2	1.1	1.3	18.5

IPC has Acquired Over \$18.5B in Assets Under Administration

STRONG GROWTH THROUGH ACQUISITION



Strong History of AUA and AUM Growth

EFFICIENT, SINGLE-SYSTEM PLATFORM

- Scale gains through dealer acquisition is a key driver of profitability. Examples of run-rate cost synergies of two IPC acquisitions:
 - Partners in Planning (dealer acquired in 2010) – cost reductions of 49% over 2 years
 - Independent Planning Group (dealer acquired in 2013) – cost reductions of 52% over 2 years
- Through joining IPC, advisors gain access to an expandable and successful business model that provides an attractive recruiting platform for future growth
- Benefit from IGM Financial's economies of scale
 - IPC focuses on core competencies while outsourcing non-core business functions

Lowering Costs Across the Platform

HIGHLY REGARDED ADVISOR SUPPORT

2015 Dealers' Report Card



Above Industry Ratings for Supporting Advisor Practices

INNOVATIVE PRODUCT SOLUTIONS – COUNSEL’S IN HOUSE FUND SUITE

- Counsel Portfolio Services provides an objective portfolio management service for independent financial advisors
- Design and construct custom portfolios
- Select, monitor, replace independent investment managers

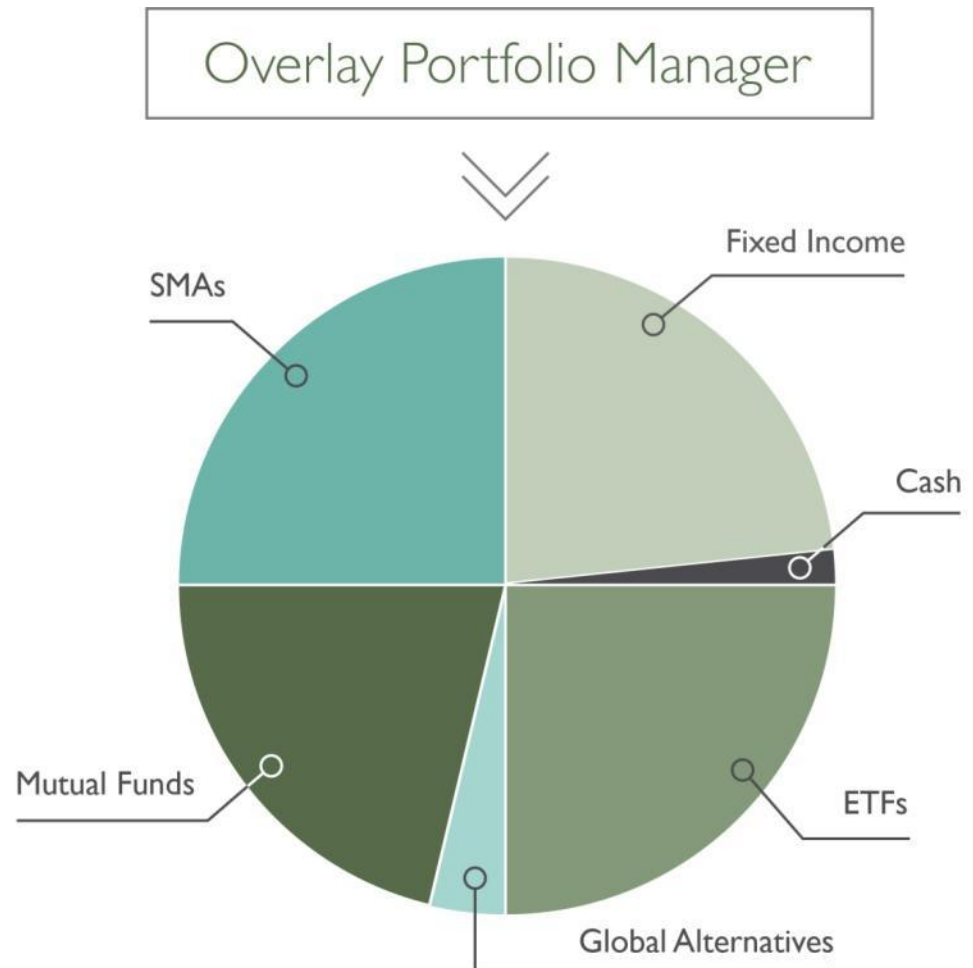


Portfolio Construction Using Third-party Managers

INNOVATIVE PRODUCT SOLUTIONS – IPC PRIVATE WEALTH

Unified Managed Account Platform

- Multiple investments, one account
 - Directly own variety of investment vehicles
 - Regularly rebalanced to align to objectives
-

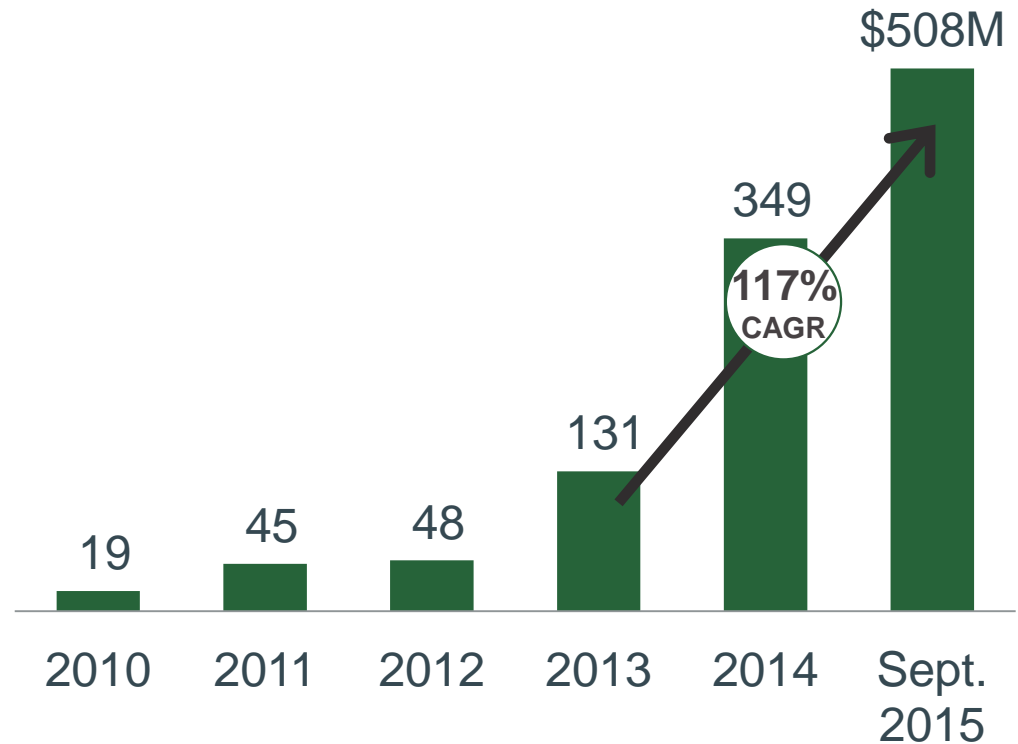


Targeted to the \$500K+ Household

INNOVATIVE PRODUCT SOLUTIONS – IPC PRIVATE WEALTH

IPC Private Wealth AUM Growth

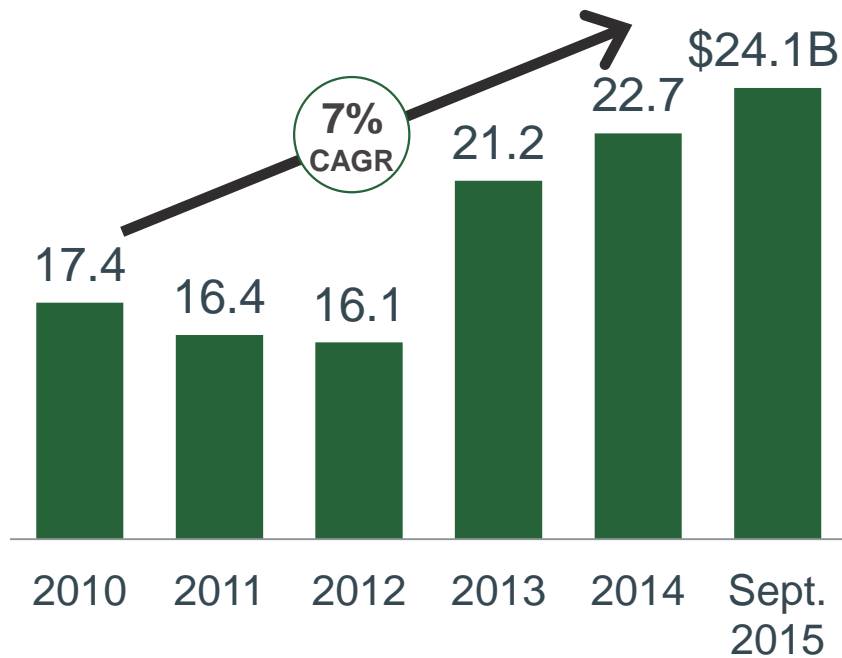
- Continued movement by MFDA advisors to the IIROC platform to take advantage of IPC Private Wealth



Significant Growth in IPC Private Wealth

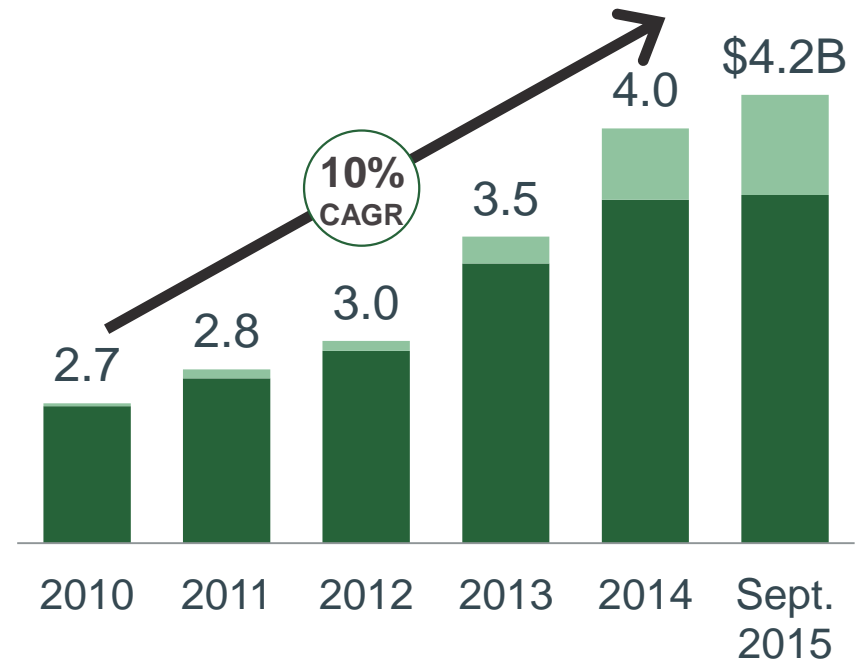
THE OPPORTUNITY...MOMENTUM IN AUM GROWTH

AUA



AUM

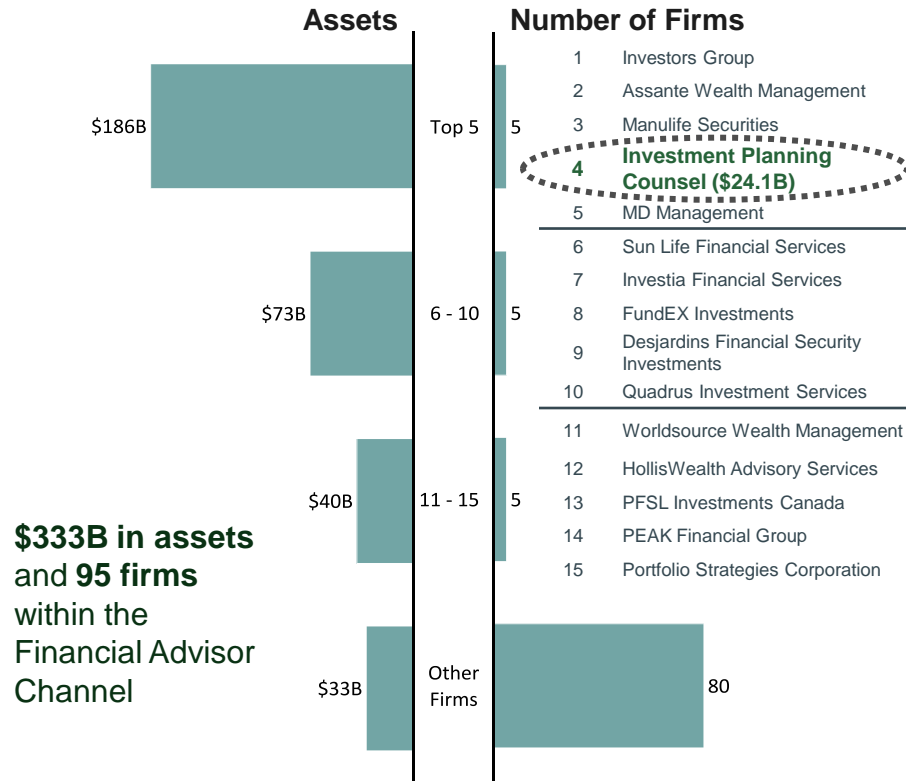
■ Counsel ■ Private Wealth



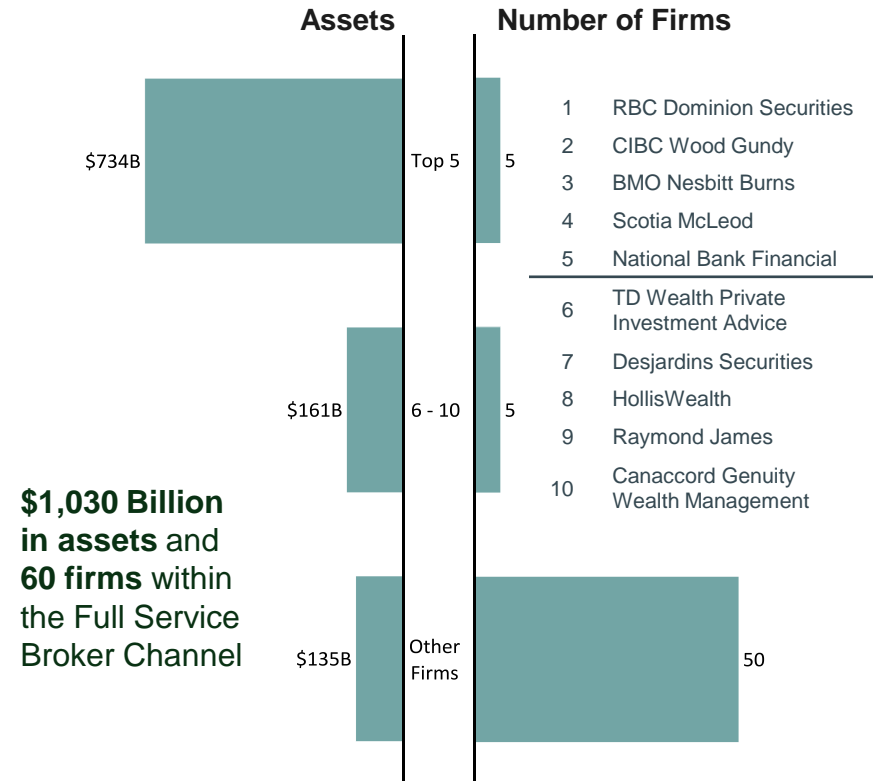
AUM Support Increases with Advisor Tenure

THE OPPORTUNITY...FURTHER INDUSTRY CONSOLIDATION

Financial Advisors



Full Service Brokers



Fourth Largest Financial Advisor Firm in Canada

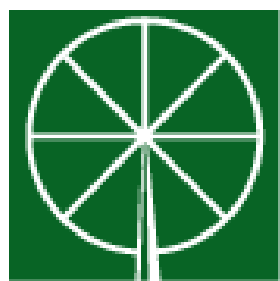
KEY TAKEAWAYS

Further Growth Potential Through Acquisition

- Pursuing consolidation and recruitment opportunities within the independent dealer channel
- Continuing to attract advisors with leading edge technology tools, marketing support and training

Growth in AUM with Innovative Product Solutions

- Attracting MFDA advisors to IIROC platform with Counsel's innovative product solutions
- Focused on extending strong momentum of IPC Private Wealth on strength of Counsel offering



Investment Planning CounselTM

FINANCIAL SOLUTIONS FOR LIFE



Jeff Carney

President & CEO, Mackenzie
Co-President & CEO
IGM Financial

WHAT YOU'LL HEAR TODAY

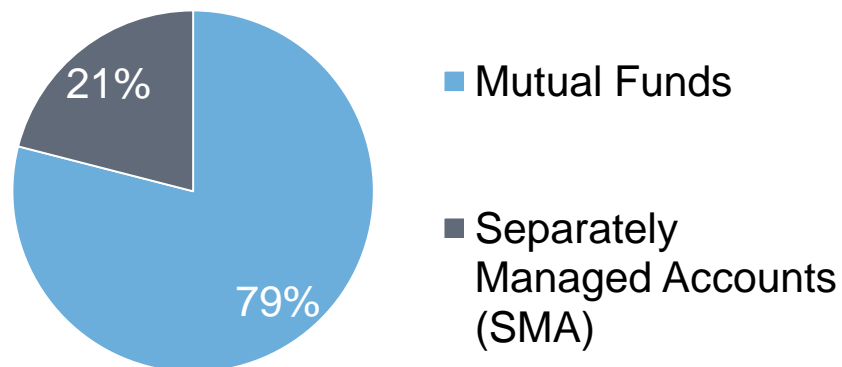
- Clear strategy to gain market share and achieve leading position amongst our peers
- New management team with extensive global and Canadian expertise fully resourced and results-oriented
- Realigned Investment Management division with the objective to be consistently ranked in top three firms for fund performance
- Focused on product innovation and distribution excellence
- Rebranding and repositioning launched; momentum building

Mackenzie Investments Overview

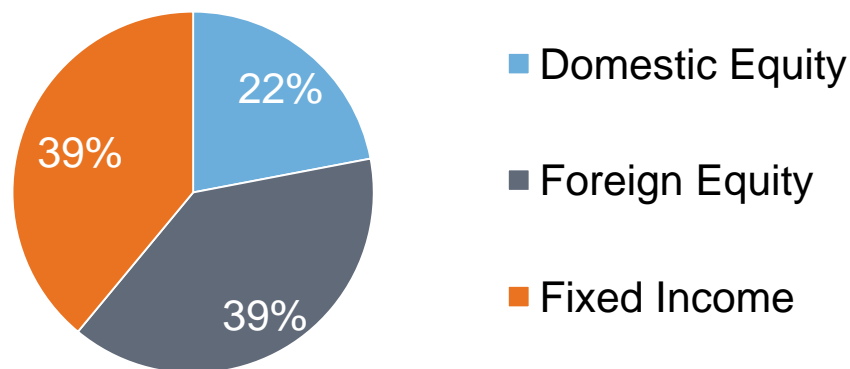
MACKENZIE SNAPSHOT

- Founded in 1967
- \$60.3B AUM
- Primary focus on retail serving 1MM Canadians through 30,000+ financial advisors
- Strong strategic relationships with Power-affiliates
- 956 employees (Dec. 2014)
- 11 investment teams

AUM by Product Type



AUM by Asset Class



Diversified Asset Manager with Legacy in Canada

A LOOK BACK AT MACKENZIE – MAY 2013

STRENGTHS	CHALLENGES
<ul style="list-style-type: none">• Power Financial ownership and strong relationships with affiliated companies• Recognized and respected brand• Boutique structure of investment teams• Important relationships with loyal advisor base• Strong service orientation	<ul style="list-style-type: none">• Lack of differentiated strategy• Inconsistent investment performance• Loss of innovative edge• Talent gaps• Declining market share and Advisor Perception Study (APS) rankings¹

Strong Legacy and Brand that Didn't Evolve With the Market

MACKENZIE TRANSFORMATION JOURNEY



New Vision + Strategy

Sep 2013

**Adoption of
Gallup Employee
Engagement
Survey**

May 2014

ENVIRONICS | Insight,
RESEARCH GROUP Accuracy
& Integrity

**Embedding of APS as
key corporate metric**

Sep 2014

May 2013

**Jeff Carney
joins
Mackenzie**



Dec 2013

**Rationalization
Efforts &
Resource
deployment**

Jun 2014

**Completion of
Leadership Team**



Aug 2015

**2015 APS
ranking¹
confirm
progress on
key metrics**

**2015
#5**

**2014
#11**



Structural Changes Complete; Positioned for Operating Leverage

INFUSED TALENT INTO KEY POSITIONS

- Extensive global and Canadian experience
- Building team strength and executing on strategic priorities



Tony Elavia

CIO

2012

25+ yrs investment
management
experience



Brian Gooding

Head of Distribution

2014

25+ yrs financial
services experience
(Manulife, Fidelity)



Michael Schnitman

Head of Product

2014

18+ yrs investment
management
experience
(Putnam)



Su McVey

Head of Marketing

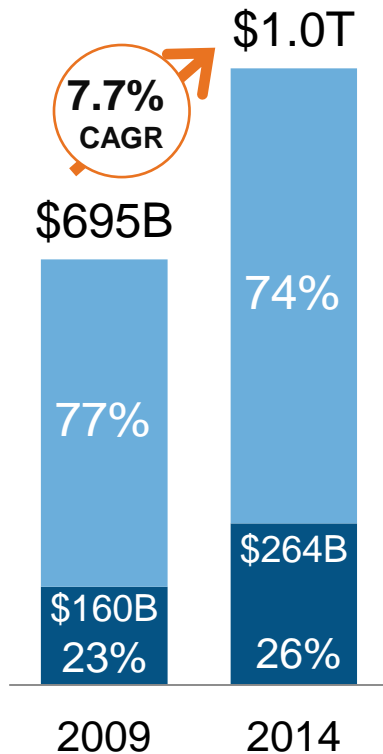
2014

25+ yrs financial
services & marketing
experience
(BMO, TD, CIBC)

Strong, Experienced Executive Team in Place

ATTRACTIVE OPPORTUNITY IN CANADIAN RETAIL

\$1T – Full Service Broker AUA¹

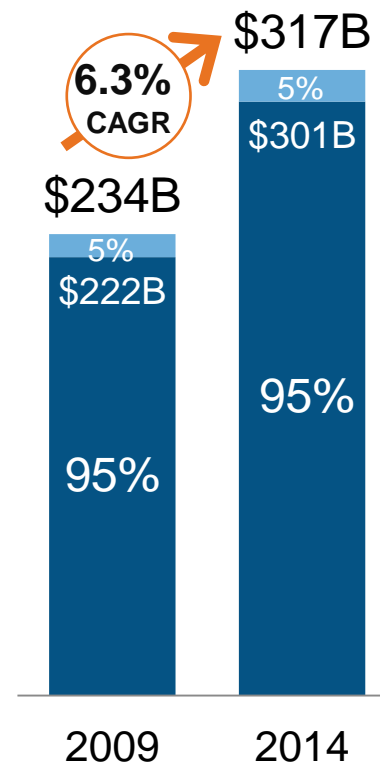


Full Service Brokers Growing

Investment Funds are Growing

85% Non-proprietary³

\$317B – Financial Planner AUA²



Financial Planners Growing

Investment Funds are Prominent

88% Non-proprietary⁴

■ Other ■ Investment Funds

Significant Opportunity for Mackenzie in Canadian Retail

¹ At Dec. 2014, 35.1% of the assets reflect fee-based accounts, up from 22.5% at Dec. 2009. Fee-based accounts represent arrangements where dealer compensation is paid directly to the dealer from the client account in the form of an advisory fee.

² Financial Planner excludes group segregated funds, insurance only advisors, deposit brokers and other. 28.5% of AUA reflect IIROC dealers at Dec. 2014, up from 21.3% at Dec. 2009.

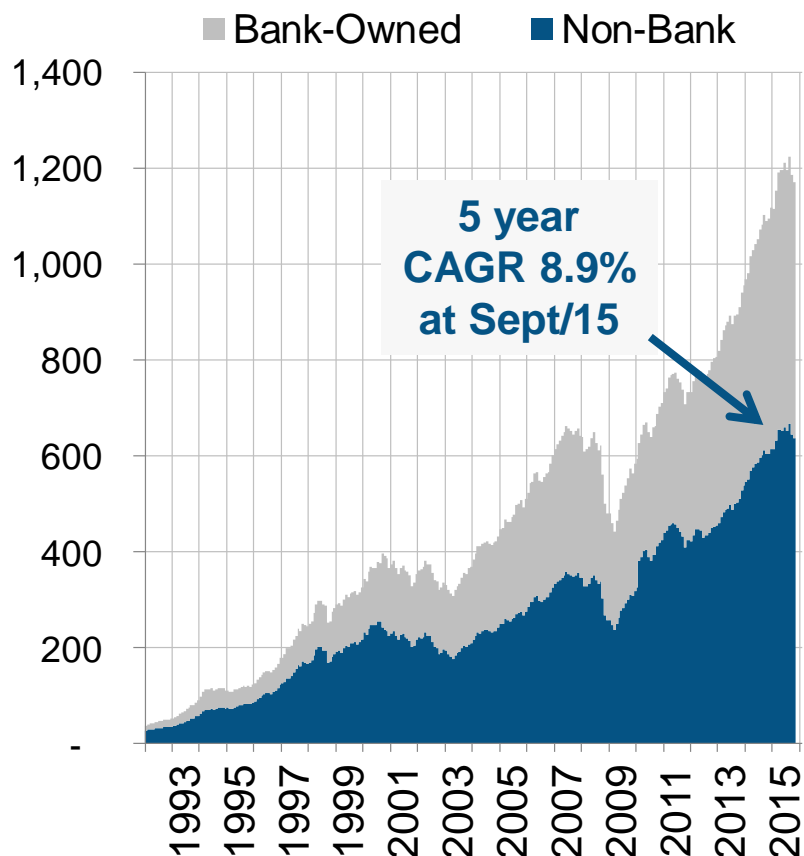
³ Proprietary products reflects mutual funds distributed through bank-owned asset managers through the full service brokerage channel. This was 15.4% at Dec. 2009 and 14.5% at Dec. 2014 according to Investor Economics.

⁴ Proprietary products reflects mutual funds distributed through dealers in this channel which reflect products of an affiliated fund manager. These metrics exclude exclusive integrated dealers Investors Group and MD. Proprietary was 11.1% at Dec. 2012 and 12.1% at Dec. 2014.

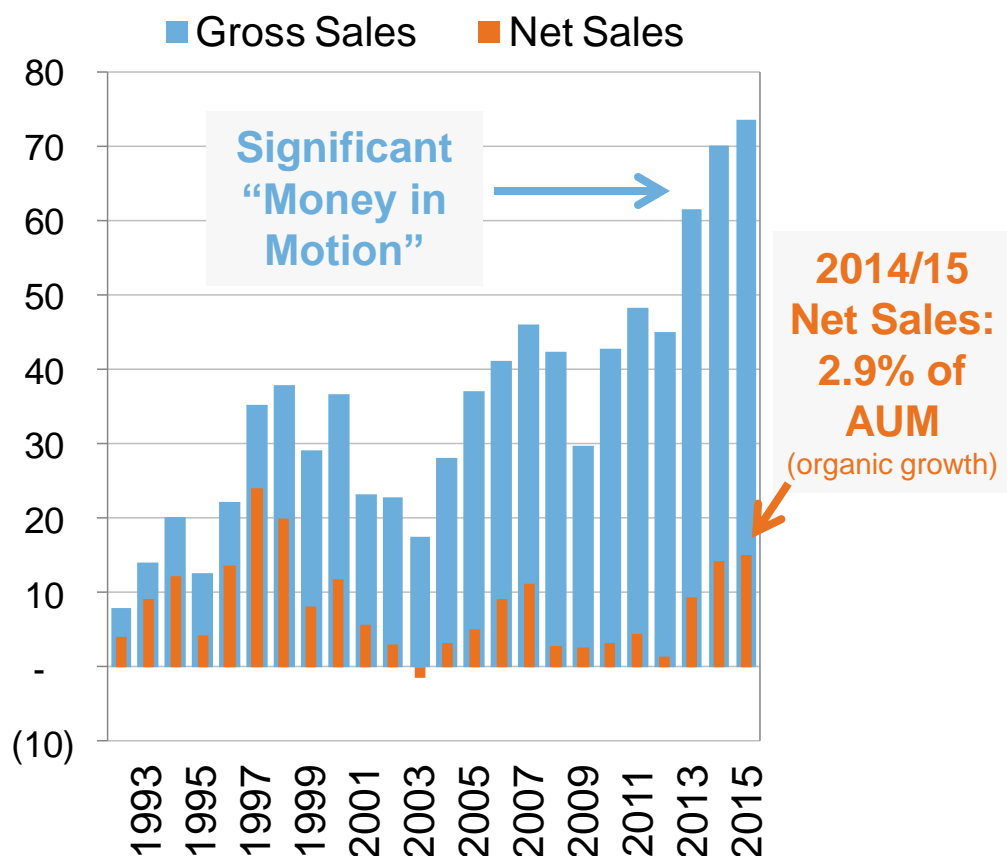
Source: Investor Economics 2015 Household Balance Sheet, Investor Economics Jun. 2015 Retail Brokerage Report, Investor Economics, IGM research

MUTUAL FUND INDUSTRY AUM AND “MONEY IN MOTION”

Industry Long Term Mutual Fund Assets (\$B)



Non-Bank Long Term Mutual Fund Sales (\$B) YTD September 30



Growing Industry with All Time High “Money in Motion”

UPDATED MACKENZIE MANDATE AND STRATEGIC FOCUS



GUIDING VISION

We are committed to the financial success of investors through their eyes



STRATEGIC MANDATES

Win Canadian retail

Build meaningful strategic relationships



KEY ORGANIZATIONAL DIFFERENTIATORS

Institutional quality in everything we do

Best minds in the investment industry in Canada

Distinctive, innovation & unique capabilities



FOUNDATIONAL CAPABILITIES

Create capacity for growth

Manage for competitive & consistent investment performance

Launch innovative & high-quality products

Continuously improve distribution to drive market share

Operational excellence & process discipline

Reinvigorate the brand

Build a winning & innovative culture

Focused on Winning in Canadian Retail





Tony Elavia

Executive Vice President &
Chief Investment Officer
Mackenzie

WHAT YOU'LL HEAR TODAY

- Our objective: to be consistently ranked amongst the top three firms for fund performance
- How we will get there:
 - A very effective boutique team structure
 - A destination for talented investors
 - Where everyone follows The Ideal Investment Process

INVESTMENT MANAGEMENT DIVISION

CLEAR OBJECTIVES

- In 2013, we adopted the objective of consistently ranking amongst the Top 3 in our peer group in terms of performance and risk adjusted return rankings
 - Greater emphasis on generating risk adjusted returns

STRUCTURE












- A boutique structure of 11 independent, vertically integrated teams fostering independence of thought and a focused responsibility for performance
- A full suite of capabilities spanning all styles, capitalizations and geographies

SKILL SET

- Added 3 new teams since 2012: Emerging Market Debt, Emerging Market Equity and Systematic Strategies
- Made significant enhancements to skill sets in Asset Allocation, Fixed Income, Ivy and Growth
- New leadership in 8 of 11 teams

Structure and Skill Set in Place to Drive Top Performance

INTERNAL INVESTMENT MANAGEMENT TEAM

TEAM	IVY	CUNDILL	GROWTH	ALL CAP VALUE	GLOBAL EQUITY & INCOME	RESOURCES	FIXED INCOME	ASIAN FIXED INCOME	GLOBAL EMERGING MARKETS	ASSET ALLOCATION	SYSTEMATIC STRATEGIES	MACKENZIE
LEAD: <small>*Denotes New Team Lead appointment during 2012-2015</small>												
	Paul Musson , CFA	Lawrence Chin* , CFA	Mark Grammer* , PEng, MBA, CFA	Hovig Moushian , MBA, CFA	Darren McKiernan* , CFA	Benoit Gervais* , MSc, CFA	Steve Locke , MBA, CFA	Dhimant Shah* , MBA, CFA	Jan Cornelis de Bruijn* , CFA	Alain Bergeron* , MSc, CFA	Rick Weed* , CFA	
SINCE:	Mar-2009	Dec-2010	Mar-2010	Apr-2011	Dec-2013	Jun-2013	Jun-2010	Oct-2012	Sec-2014	Sep-2013	Aug-2015	
# OF INVESTMENT PROFESSIONALS:	9	9	8	9	4	4	9	3	5	8	4	72
ADDED SINCE 2012:	5	1	4	0	3	1	5	3	5	5	0	32
TOTAL ASSETS (\$B)	\$9.6	\$8.4	\$3.4	\$5.0	\$2.4	\$1.4	\$13.4	\$0.2	\$0.4	\$7.4 ¹	\$1.8	\$60.3 ²

A Very Effective Boutique Team Structure

¹ Includes \$4.3B that is advised upon by in-house teams

² Mackenzie's total AUM is \$60.3B and includes \$7.2B sub-advised by third-parties, including \$4.2B relating to the Quadrus group of funds private label fund suite

ALL TEAMS FOLLOWING THE IDEAL INVESTMENT PROCESS

- A clear statement of each team's performance "edge" – with historical evidence in its favor
- Process and rationale for determining weights
 - Individual Securities
 - Sectors
 - Countries
 - Factors
 - Currencies
- Process and rationale for varying portfolio risks and exposures as a function of alpha opportunities

New Teams have a history of following The Ideal Investment Process

All Teams have adopted The Ideal Investment Process as of 2015

Implementation of a Disciplined Alpha-generating Process

CASE STUDY: PROCESS CHANGES IN BALANCED FUNDS

Opportunity

2012: Balanced Funds investment process sub-optimal and unlikely to yield consistently superior results

Implementation

2013-2014

- 1 Asset allocation managed using insights from newly formed Global Investment Committee
- 2 Management of the fixed income component transferred to the Mackenzie Fixed Income Team
- 3 All funds fully invested with no cash component

Result

By September 2015, 4 of 5 large balanced funds held a 3-year Morningstar rating of 4 or 5 stars

Process Improvements Have Delivered Results...More to Come

GOAL: TO BE THE LEADING INVESTMENT FIRM IN CANADA



Goal is to be consistently ranked amongst the top three firms for fund performance, as measured by:

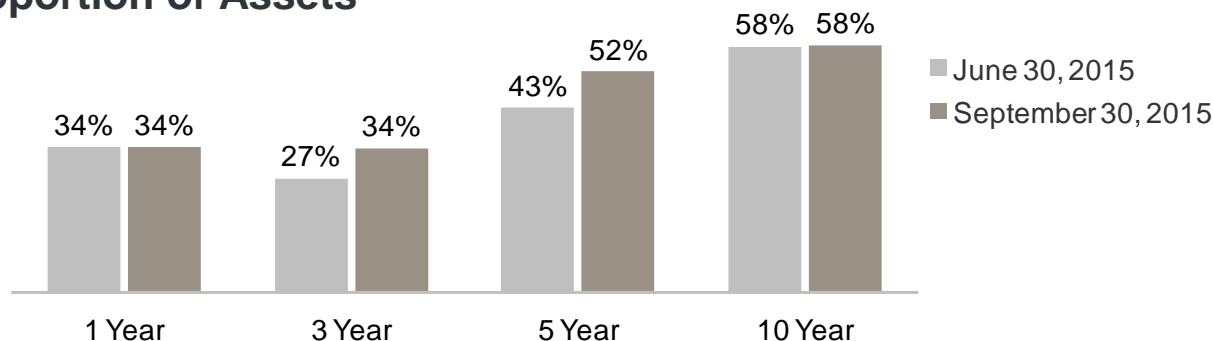
- Morningstar risk-adjusted performance ratings
- Relative investment performance percentiles

...which will position us as the leading investment firm in Canada

Well Positioned to Deliver Top-tier Performance in the Future

INVESTMENT PERFORMANCE – MUTUAL FUNDS

Mackenzie Mutual Funds in First or Second Quartile Proportion of Assets



Team	Value-Oriented		Quality	Growth-Oriented						Core & Dividend			Fixed Income		Managed Products	Total
	Cundill	All Cap Value	Ivy	Growth	Bluewater	Waddell & Reed	JP Morgan	Putnam	Resource	Systematic Strategies	Global Emerging Markets	Global Equity & Income	Fixed Income	Putnam	Asset Allocation	
Mutual Fund AUM																
\$MM	6,908	3,704	7,584	3,034	1,081	585	973	273	970	353	84	823	7,037	2,196	7,600	43,206 ¹
% of Total	16.0%	8.6%	17.6%	7.0%	2.5%	1.4%	2.3%	0.6%	2.2%	0.8%	0.2%	1.3%	16.8%	5.1%	17.6%	100.0%
% of Assets in Top Two Quartiles (green shading reflects measures greater than 50%)																
1 year	0%	49%	90%	15%	96%	0%	92%	100%	5%	100%	0%	100%	28%	0%	2%	34%
3 year	25%	5%	87%	74%	96%	11%	93%	100%	77%	41%	0%	31%	35%	1%	16%	34%
5 year	44%	30%	87%	59%	96%	87%	92%	100%	99%	41%	0%	100%	72%	5%	7%	52%
10 year	40%	31%	77%	94%	96%	89%	100%	100%	78%	0%	N/A	N/A	87%	67%	10%	58%
% of Assets in Funds Rated 4 or 5 Star by Morningstar (green shading reflects 4 or 5 star rated funds)																
4 or 5 star	0%	0%	76%	55%	96%	61%	92%	0%	5%	0%	0%	31%	32%	0%	0%	28%

Current Outperformance in Ivy, Growth & Core Teams

KEY TAKE-AWAYS

Focused on Top Tier Performance

- Implementation of The Ideal Investment Process will increase likelihood of generating superior and consistent performance

Right Team in Place

- Restructuring of investment teams and processes to be completed by end of 2015
- New talent and leadership join existing teams with a proven track record of success
- Growing evidence that Mackenzie has become a destination for talented investors



Michael Schnitman

Senior Vice President, Product
Mackenzie

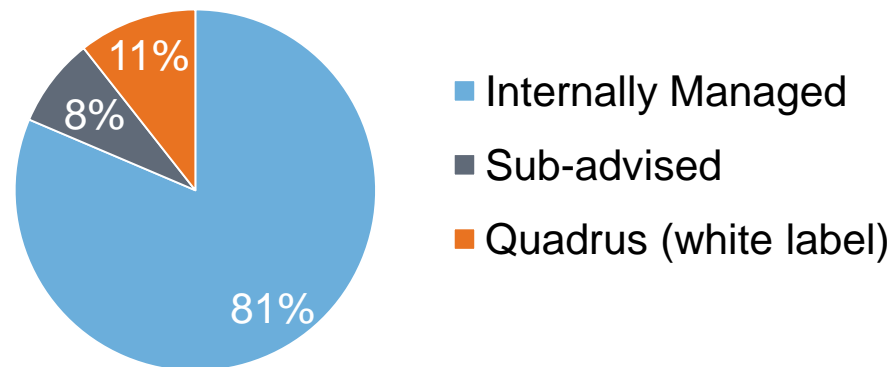
WHAT YOU'LL HEAR TODAY

- Product transformation underway
- Four key opportunities to drive market share growth:
 - Expand core equity offerings
 - Increase penetration in balanced categories
 - Deliver dedicated solutions for targeted segments
 - Deliver alternative solutions for needs of Canadian investors

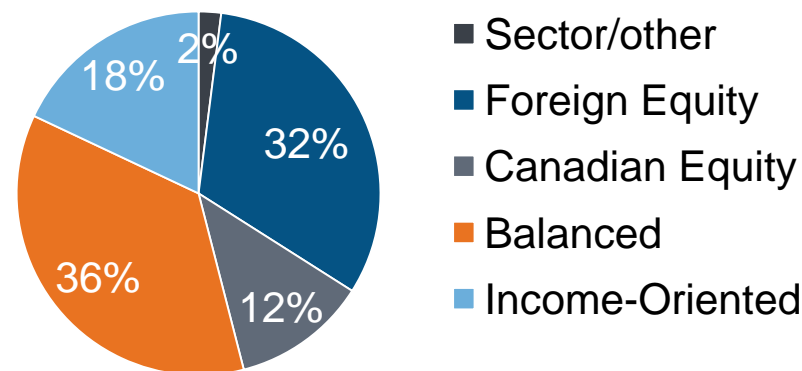
MACKENZIE PRODUCT OFFERING

- 72 mandates managed primarily by internal teams
- Broad offering covering major asset categories
- Leading share of Foreign Equity mutual funds
- Experienced team in place to deliver on strategic initiatives

Mutual Fund AUM by Advisory



Long-term Mutual Fund AUM by Category



Broad Offering with Leadership in Foreign Equity

TRANSFORMATION



New Head of Product
Michael Schnitman
Jun 2014

Reprice
Mackenzie
Product shelf

Sep 2014

Launch
Monthly
Income
Portfolios

Dec 2014



Restructured
Product Team
Add Investment
Director Roles

Jun 2015

Planned
Launch
HNW Pools

Dec 2015

Jul/Aug 2014

Identify product
gaps and
opportunities

Launched
Absolute
Return
Product

May 2015

Launched
USD Suite &
Global
Investment
Grade Fixed
Income

Oct 2015

Launched
Diversified
Alternatives
Fund

Ongoing Product Launches Focused on innovation
in volatility managed products & multi-asset solutions
\$1.25B net flows into new funds launched since May 2013

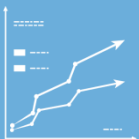


Identified Gaps, Structured Team and Turning to Innovation

SHELF MANAGEMENT GOALS



Meet needs of various investor types and advisor channels



Have products that outperform peers in each major category



Diversify products to capture the spectrum of market environments



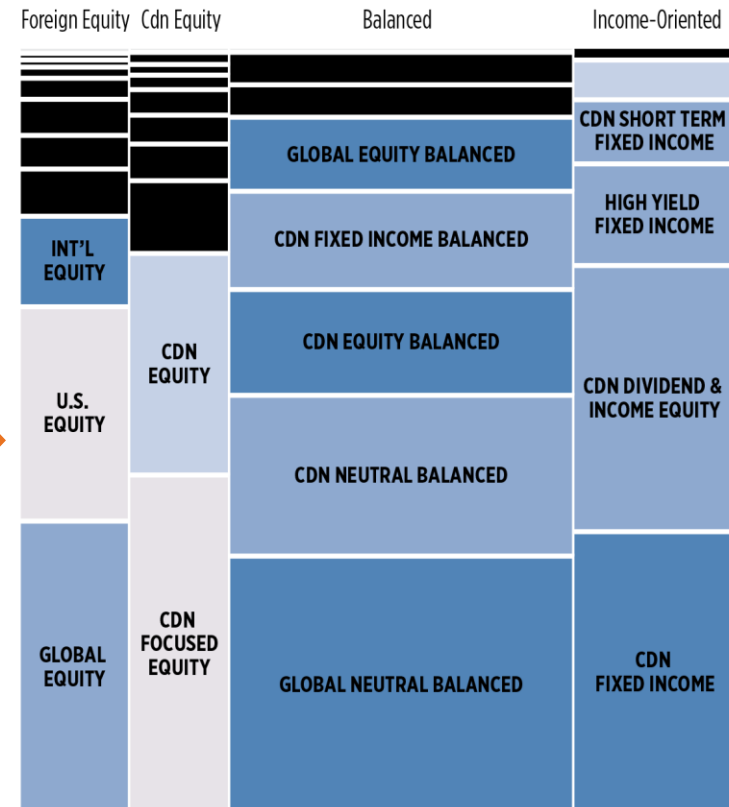
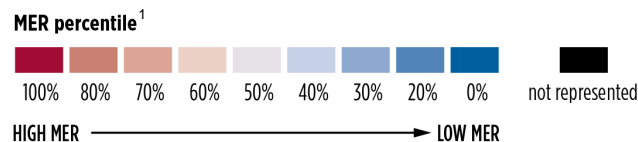
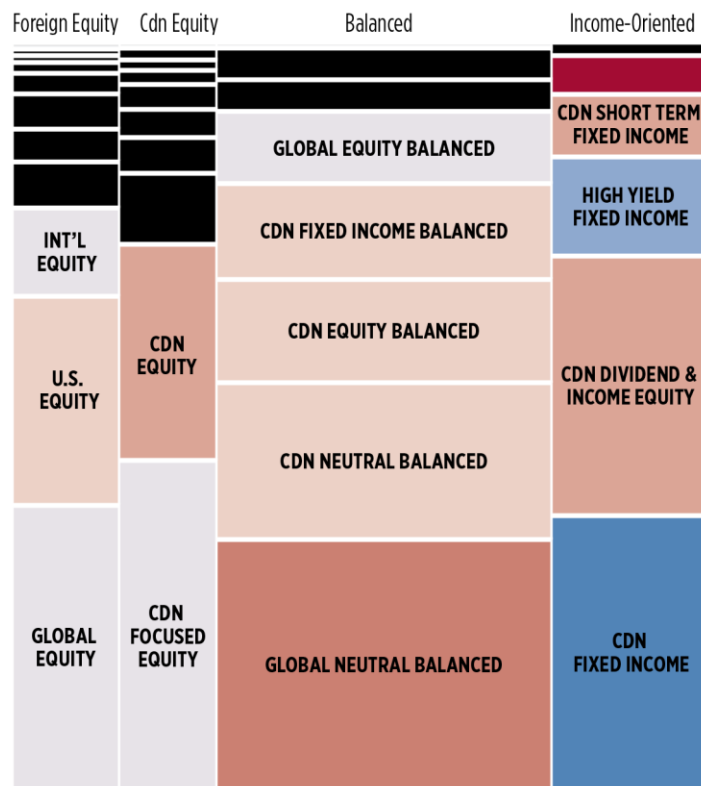
Be a leader in anticipating investor needs with innovative solutions



Offer a rational number of products that is easy to understand and navigate



TRANSFORMATION: PRICING



2014 initiative

Clear, Consistent and Competitive Pricing

OPPORTUNITIES TO DRIVE GROWTH



Expand Core Equity Offering

2015 – 2017



Increase Penetration in Balanced Categories

2015 – 2017



Dedicated Solutions for Targeted Segments

2015 – 2016

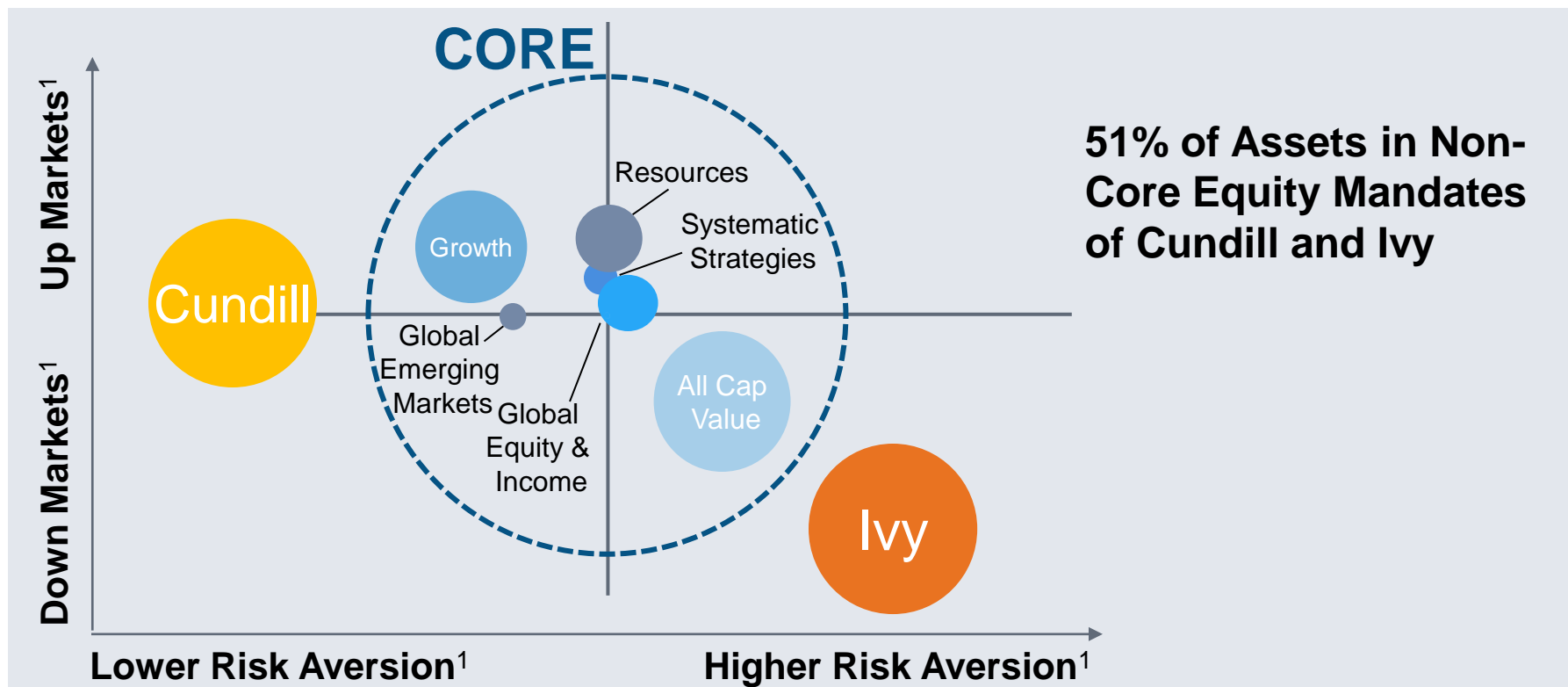


Deliver Alternative Solutions for Needs of Canadian Investors

2015 – 2017

OPPORTUNITY – EXPAND CORE EQUITY OFFERING

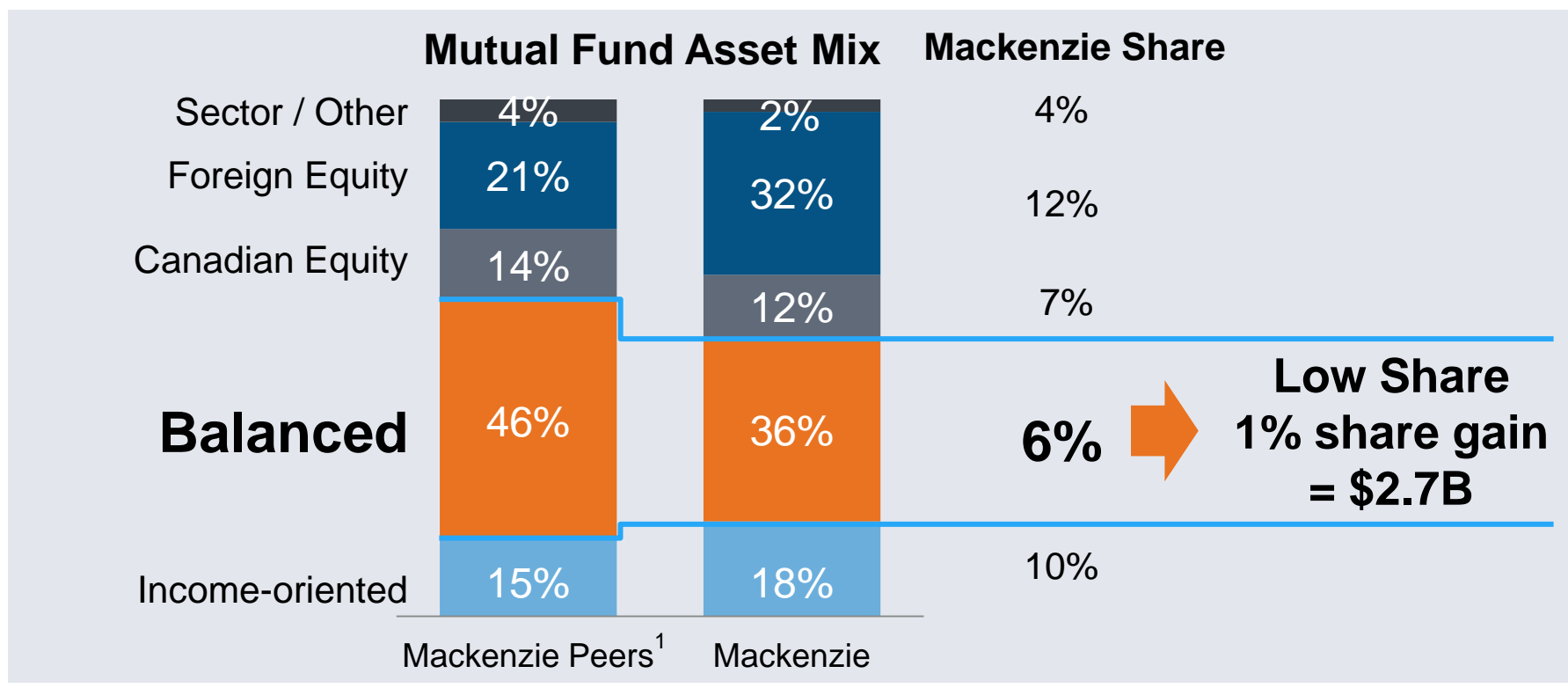
- Cundill and Ivy have had success with highly differentiated strategies
- Emphasize broad array of core offerings that can perform in multiple market environments



Focus on Growing Assets in a Broader Group of Strategies

OPPORTUNITY – INCREASE PENETRATION IN BALANCED

- Drive focus and support on balanced fund opportunity through newly created Investment Director structure working closely with wholesaling and Investment teams
- Diversified selection of balanced funds, with strong performance track records and enhanced investment management processes



Focus on Increasing Penetration in Balanced Funds

OPPORTUNITY – DEDICATED SOLUTIONS FOR TARGETED SEGMENTS

Drivers

- Growth in affluent and aging baby boomer markets
- IIROC channel and growth in fee-based practices

Global Investment Grade Fixed Income Fund for discretionary IIROC advisors

Broad suite of true U.S. dollar funds for U.S. dollar investors

12 HNW Pools to address unique needs of mass affluent – **NEW DEC. 2015**

Differentiated and Innovative Solutions for Key Target Segments

OPPORTUNITY – DELIVER ALTERNATIVE SOLUTIONS FOR NEEDS OF CANADIAN INVESTORS

Drivers

- Importance of differentiated products in crowded market
- Investor focus on outcomes



Absolute Return Strategy: Mackenzie Unconstrained Fixed Income Fund

Retirement Strategy: Mackenzie Monthly Income Portfolios

Alternative Strategy: Mackenzie Diversified Alternatives Fund

Non-traditional Solutions for Canadian Retail Investors

KEY TAKE-AWAYS

Experienced Team in Place

- Restructured Product team with extensive experience

Multiple Growth Drivers

- Igniting innovation with early success of new funds; \$1.25B in net flows into new funds launched since May 2013
 - Activating four key opportunities to drive future growth
-



Su McVey

Senior Vice President, Marketing
Mackenzie

WHAT YOU'LL HEAR TODAY

- Marketing transformation
- Key strategies to drive retail market share growth and increased brand awareness:
 - Data-driven approach to segmentation
 - Digital leadership to drive engagement
 - Initiatives to be partner of choice
 - Mackenzie brand leadership and amplification

DYNAMIC MARKETING TRANSFORMATION



New Head of Marketing
Su McVey

Launched
#1 Ranked Asset Management Website



Marketing Leadership Team In Place

Launched CRM2 Blog



PGA Sponsorship Announced



MACKENZIE | CONFIDENCE
IN A CHANGING WORLD
Investments

Mackenzie Unveils New Brand

June 2014

Oct 2014

Jan 2015

Mar 2015

Jun 2015

Oct 2015

Sept 2014

Oct 2014

Dec 2014

Jan 2015

Apr 2015

Sept 2015

Dec 2015

Snow Sports Sponsorship Launched



Launched **LIVE IT** Conversation Framework (Winner: Best Advertising Campaign)



Manny Osborne-Paradis Sponsorship Announced



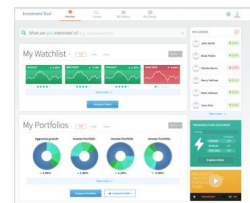
Launched Proactive PR Program

Begin To Tell Our **Transformation Story** To Advisors



Advisor Segmentation

New Fund Comparison Tool



Always on Social



Supporting Growth Initiatives – Just Getting Started!

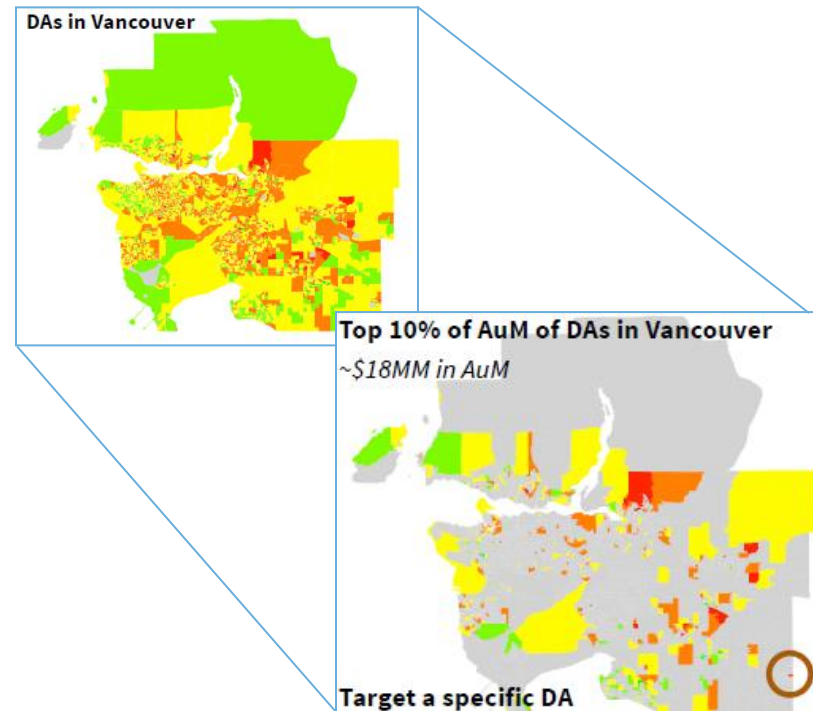


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IN A CHANGING WORLD
Investments

DELIVER DATA-DRIVEN APPROACH

Applied data science is altering industries – we are capitalizing on this trend to build a competitive advantage

- **Deliver sales leads** by identifying priority clusters and predicting advisor behaviour
- **Support advisors' businesses** by identifying local investor opportunities
- **Execute behavioural-based marketing** to increase effectiveness and efficiency of spend



Using Data to Create a Clear Competitive Advantage

DIGITAL LEADERSHIP TO DRIVE ENGAGEMENT AND INNOVATION

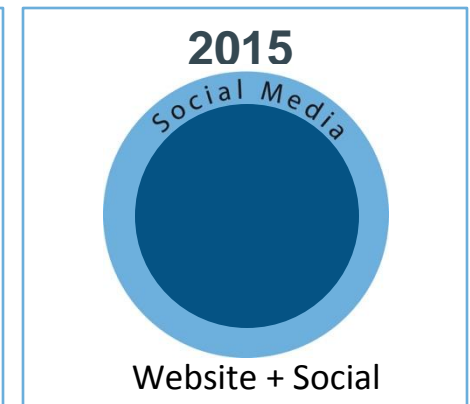
- Online a key growth channel
- Realize potential of website to amplify sales growth
- Use social tools to increase traffic and engagement



#1 Asset Management Website



Digital Footprint Extended Beyond Website



Leveraging Digital to Enhance the Mackenzie Brand

PARTNER OF CHOICE

- Sponsorships deepen relationships with advisors
- Online fund collateral and tools deepen advisor relationships
- Social media drives thought leadership and engagement on key advisor issues

Sponsorship of Snow Sports & PGA



New Fund Comparison Tool



Enhanced Advisor Communications



CRM2 Blog

 MACKENZIE INVESTMENTS BLOG ARCHIVES CRM2 INSIGHTS CRM2 RESOURCES CRM2 ONLINE CONTACT

CRM2 COUNTDOWN



Engaging More Advisors In Meaningful Interactions

BRAND LEADERSHIP AND AMPLIFICATION

Traditional Media

- Always on in key media- G&M, La Presse, OOH
- Advisor Pubs

Sponsorship

Snow Sports

- 57MM+ CDN media impressions

PGA

- 850MM+ global media impressions

Proactive PR

- Impressions up 296% (incl. Sponsorship)
- Impressions up 96% (excl. Sponsorship)
- Coverage in QC up 86%

Social Media

CRM2 Blog

- 25.8K page views
- 6.8K unique visitors (Mar-Aug 2015)

Digital impressions

- Up from 1.79MM to 2.64MM YoY (10/31)

Digital / Website

- Website visits: 1.71MM (10/31)
- First fully optimized website in category



**#3
SOV**

**Dominant
Player**

**#2
SOV**

**#2
SOV**

**#1-ranked
website**

Comprehensive, Integrated Approach to Telling Our Story

BRAND LEADERSHIP

New bold, powerful icon and statement of confidence

- Modernized the Mackenzie Brand to reflect and support our transformation
- Leverage Mackenzie's strong legacy
- Support continuing innovation
- Deliver a confident statement to our stakeholders



“Sound, established company with an innovative and competitive edge”

“Confidence in a Changing World speaks directly to the needs of clients”

Strength, Protection and Confidence

MACKENZIE BRAND VIDEO

Mackenzie Ad



EARLY SUCCESS – INDUSTRY RECOGNITION, SIGNIFICANT INCREASE IN BRAND EQUITY

#1

Asset Management Website
(kasina)



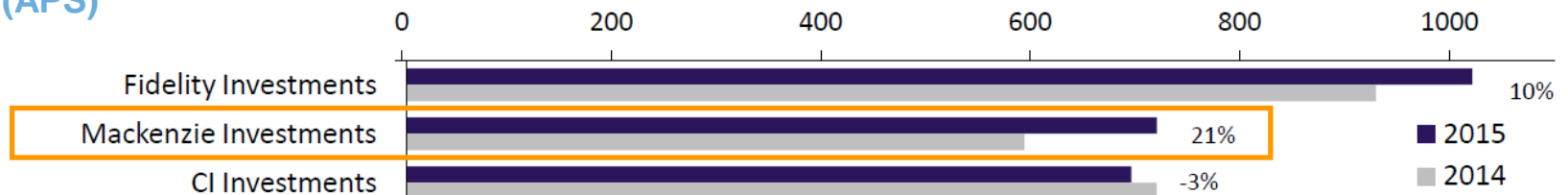
Winner

Advertising Campaign of the Year
(WP awards)



#2

In Brand Equity (+21% YoY)
(APS)



Mackenzie Marketing Making an Impact...More to Come

KEY TAKE-AWAYS

Experienced Team Changing How We're Doing Marketing

- We have the right team in place, bringing the “Science of Marketing” to Mackenzie

Brand Power, Digital & Data to Drive Growth

- Enhanced Mackenzie brand roll-out is underway; early response is exciting
- Using digital and data to generate increased advisor satisfaction and contributing to our sales team effectiveness



Brian Gooding

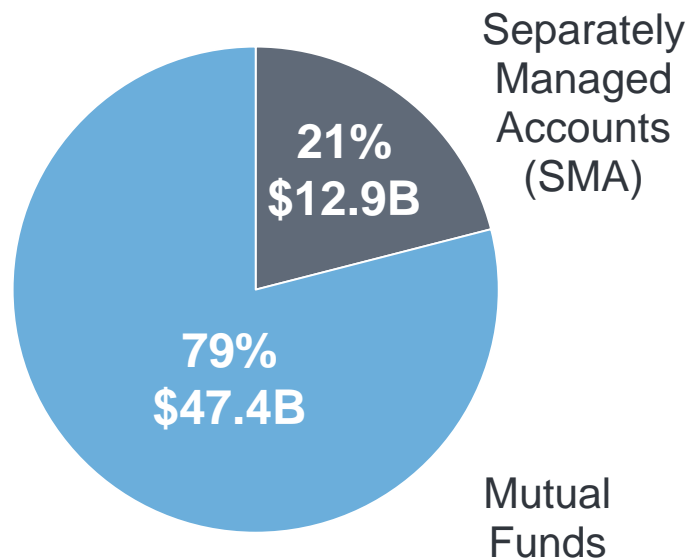
Executive Vice President,
Head of Distribution
Mackenzie

WHAT YOU'LL HEAR TODAY

- Clear path to transform distribution
- Focused initiatives to drive retail sales momentum with early progress being made with advisors
- Strong Institutional Sales & Service client relationships; opportunity to grow

DISTRIBUTION SNAPSHOT

AUM by Product Type



Retail	Institutional Sales & Service
Canada	Offices in Canada & U.S.
Financial Advisors	Sub-advisory Dealer Platform Dealer Head Office Institutions
Transformation Substantially Completed	Power Financial Affiliate - Strategic Advantage Niche Opportunities

Diversified Distribution with High Priority on Retail – Continuing to Execute

INITIATIVES TIMELINE: DISTRIBUTION



New Head of
Distribution
**Brian
Gooding**

Feb 2014



New Head of
Institutional
Sales & Service
Chris Boyle

Sep 2014



New Head
of Sales
Effectiveness*
Lara Arabian

Dec 2014



“Intimate and
Interactive” Due
Diligence Series

May/Jun 2015

**Quebec
Sales Focus
Jan 2016**

Jun 2014

New Head of
Retail Sales
**Damon
Murchison**



Oct 2014

New Head of
Sales Training*
**Libby
McCready**



Jan 2015

**High
Performance
Coaching
Begins**

*New Role

Structural Changes Complete; Extending Distribution Reach



MACKENZIE | **CONFIDENCE**
Investments IN A CHANGING WORLD

INITIATIVES FOR DISTRIBUTION

1

Develop Our People



2

Excellence in Sales Leadership



3

Increase Sales Effectiveness



4

Foster a Winning Culture



5

Extend Our Distribution Reach



INITIATIVES FOR DISTRIBUTION

1 Develop Our People

- ✓ Built out management capabilities and leadership team
 - ✓ Created training group – support sales
 - ✓ Identified skill gaps and made enhancements
 - ✓ Knowledge based testing
-

2 Excellence In Sales Leadership

- ✓ Eliminated player coaches
 - ✓ Clarified roles and accountabilities, empowered decision making
 - ✓ Introduced new sales planning and support infrastructure
 - ✓ Enhanced scorecard disciplines
-

Strengthened Our Team; Engaged and Talented People

INITIATIVES FOR DISTRIBUTION

3

Increase Sales Effectiveness



- ✓ Introduced new advisor segmentation and service standards
 - ✓ Introduced high performance coaching for all sales professionals
 - ✓ Implemented high impact advisor events
-

4

Foster a Winning Culture



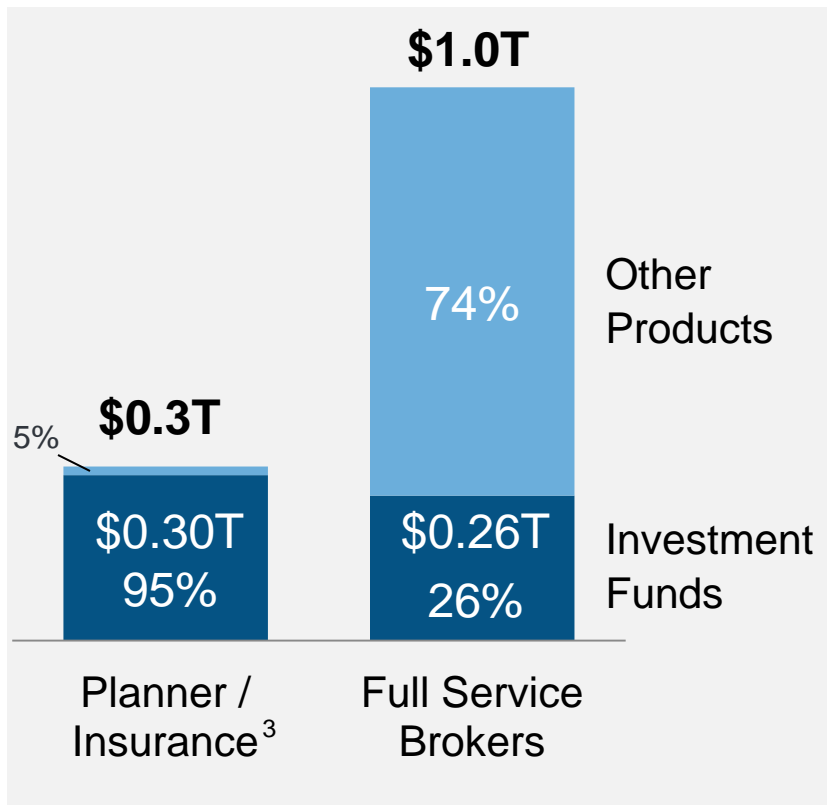
- ✓ Redesigned compensation to enhance emphasis on meritocracy, variability & prospecting
 - ✓ Enhanced recognition programs
 - ✓ Creating a culture of planning & accountability focused on results
 - ✓ Culture of sharing
-

Enhance Effectiveness with New Disciplines and Redesigned Incentives

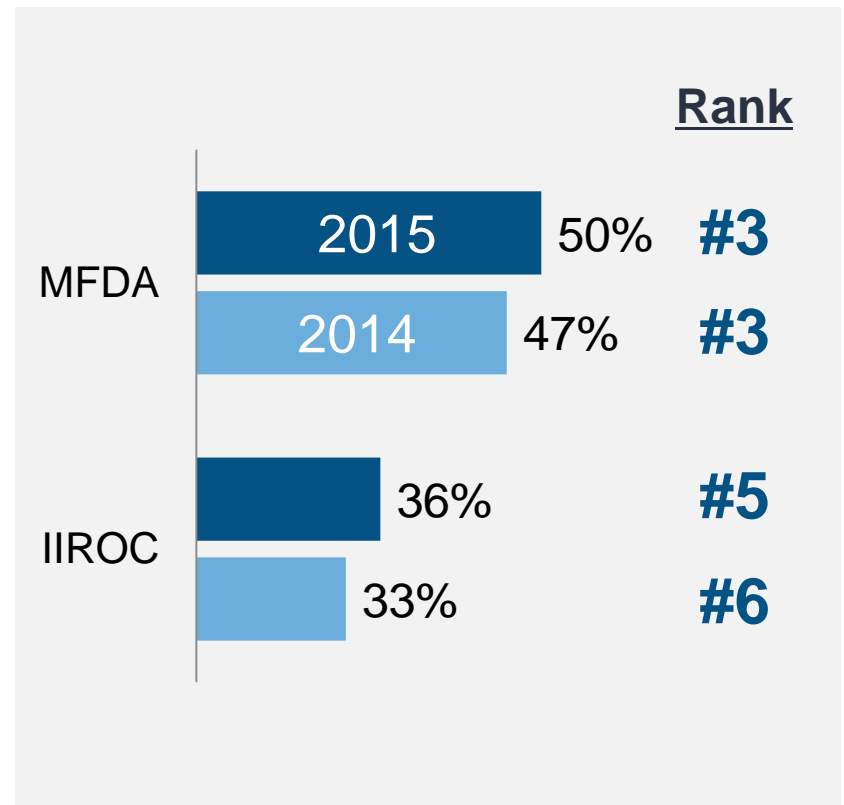
INITIATIVES FOR DISTRIBUTION

5 Extend Our Distribution Reach

Intermediated Advice AUA by Product¹



Mackenzie Sales Penetration by Channel²



Large Opportunity In Broker and Planner Channels

¹ Investor Economics, 2015 Household Balance Sheet Report, IGM Research

² Environics Advisor Perception Study – 2015; 'Sales Penetration' is the proportion of people in a target market that purchase/are clients/buy from a particular brand/company

³ Financial Planner excludes group segregated funds, insurance only advisors, deposit brokers and other.

INITIATIVES FOR DISTRIBUTION

5 Extend Our Distribution Reach

- Upgraded quality and increased number of wholesalers and inside sales

	Jan. 2014	Sept. 2015
# of Sales Teams	28	36

- 8 net team additions
- 17 wholesalers new to firm or role in the last seven quarters

- Increased focus on Full Service Broker channel; enhanced coverage and added target sales events to build deeper relationships
- Enhanced Distribution's integration with Product team to support the design and launch of new products, and increased sales efforts on underpenetrated Balanced Funds and Core equity categories

Enhance Quality and Capacity of the Sales Team

INITIATIVES FOR DISTRIBUTION

5 Extend Our Distribution Reach

Key Operating Metrics	Wholesaler Meetings	Inside Sales Calls
Total Contacts	20,133 +29%	74,780 +102%
Unique Advisors	9,359 +49%	31,463 +126%
Newly Engaged Advisors	2,923 New Metric	
Productivity per Person ¹	575 +18%	2,137 +68%

Disciplined Process is Driving Increased Productivity

EARLY IMPACT - ADVISOR PERCEPTION & SALES PIPELINE

Improving Advisor Perceptions

Perception of wholesalers and inside wholesaler support improved

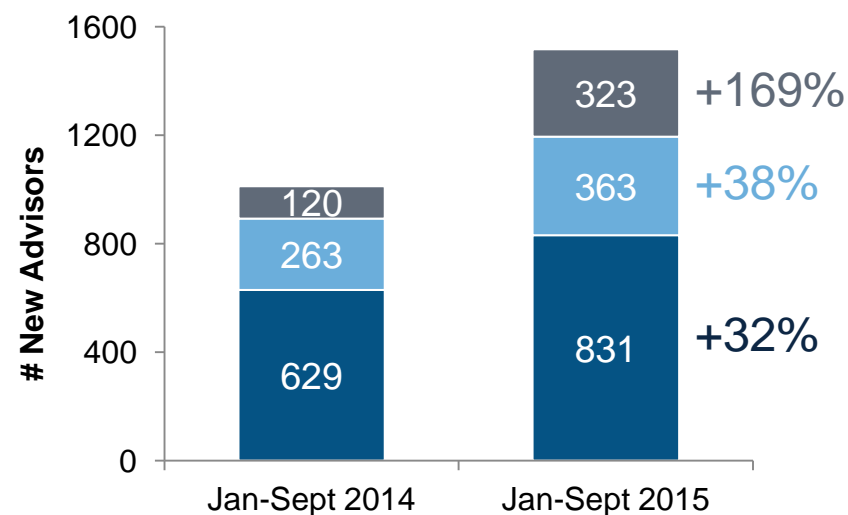
Advisor Perception Study

	2014	2015	2017 Target
Overall Wholesaler	11 th	7 th	1 st
Overall Inside	5 th	2 nd	1 st
Enjoy dealing with them	12 th	4 th	1 st
Helps in business development	10 th	4 th	1 st
Provides case for company's products	15 th	5 th	1 st

Growing New Supporters

Measuring success of prospecting efforts; focus efforts on higher investment range (min. \$500K)

New Advisor Growth



Range of sales from new advisors:

■ \$100K - \$250K ■ \$250K - \$500K ■ Converted (>\$500K)

Advisors are Engaging

INSTITUTIONAL SALES AND SERVICE

Key Accounts

Recent Focus

- Focus on select group of existing & new partners where we can help them in retail
- Despite smaller team (24 → 14), maintained service; resources reallocated to Retail

Institutional

- Focus on targeted group of clients, consultants & geographic locations
- Focus on product offering in big flow & higher demand categories
 - ✓ Canada: Canadian products with plan sponsors
 - ✓ U.S.: International equity & resources with consultants, plan sponsors & large institutions
 - ✓ Europe: Opportunistically promote global products

Longer-term Perspective

- Mackenzie has a sizable Key Accounts business with stability & growth potential from IGM & affiliate relationships
- Mid term, focus on further development
- Large addressable market with unique opportunities to penetrate with differentiated products that have capacity
- Longer term, build-out seen as important diversifier and ability to leverage existing capabilities

Focus is Targeted; Long-term Development Opportunities

KEY TAKE-AWAYS

Experienced Team Driving Productivity

- Leadership team is now fully operational
- Key initiatives are being executed on

Expanding & Deepening Relationships

- Initial signs of success: Advisors are noticing positive change and we are growing relationships at a faster rate
- Strong institutional sales and service relationships with development opportunities



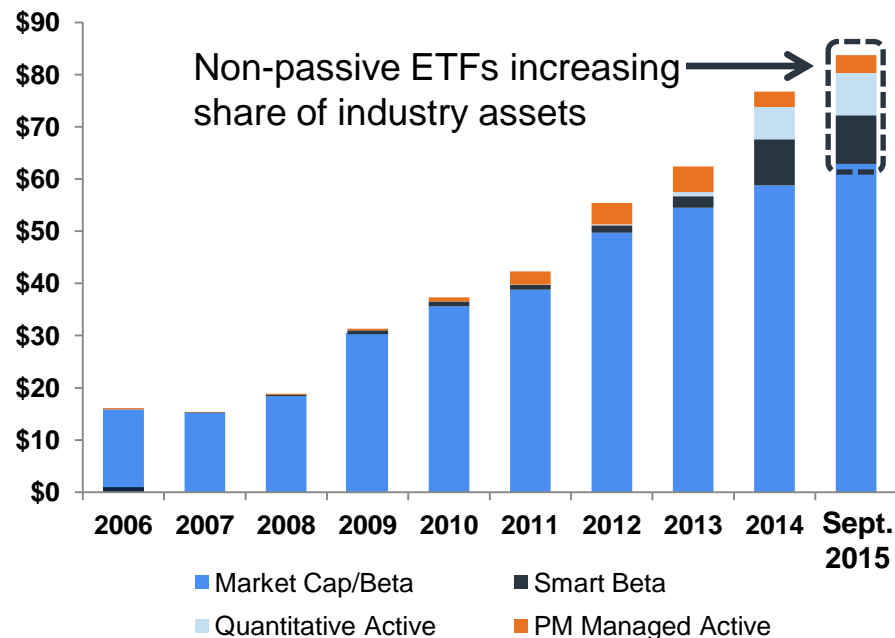
MACKENZIE
Investments

CONFIDENCE
IN A CHANGING WORLD

PLANNED ROLLOUT OF ACTIVE ETFs IN FIRST HALF 2016

- Diversifies our offering
- Built not bought; leveraging current infrastructure and talent
- Increases growth potential by delivering active investment management expertise to a broader audience
- Extends the Mackenzie brand and enhances our relevance as a product innovator

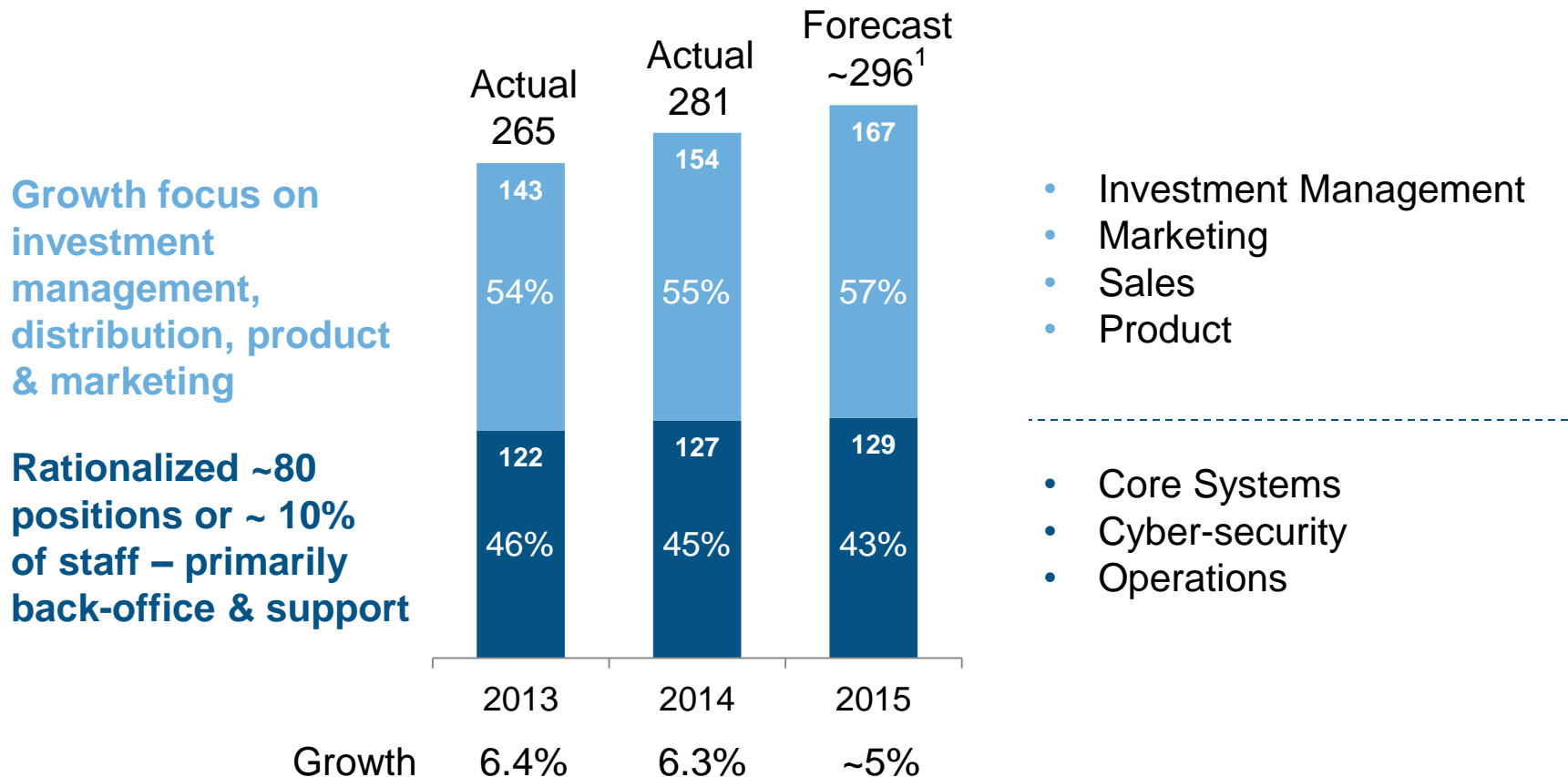
Canadian ETF Assets (\$B)



Plan in Place to Leverage Active ETF Momentum

INVESTMENT IN BUSINESS & NON-COMMISSION EXPENSES

Non-Commission Expense (\$MM)



Investing for the Future; Positioned for Operating Leverage

KEY PERFORMANCE DRIVERS

**Consistently Top 3 in
Investment Performance
by 2018**

Measured by:

- **Morningstar Ratings**
- **Relative Performance Percentile**



**Top 3 Investment Firm
in Canada by 2019**

Measured by:

Environics Advisor Perception Study



**Employee Engagement
Leader Globally**

Measured by:

Top 1/3 Gallup Engagement Scores



**Gain Market Share in
Canadian Retail**

Measured by:

- **Gross sales capture rate**
- **Share of advice channel AUM**

Positive Signs of Improvement; More Work to be Done

KEY TAKE-AWAYS

Key Investments Made

- Significant progress made with full leadership team in place for 18 months
- Resources largely in place and positioned for operating leverage

Drive Investment Performance with Talent and Process

- Investment talent positioned to deliver competitive and consistent risk adjusted returns
- Dynamic boutiques with broad capabilities, differentiated skills, & resources to execute the Ideal Investment Process

Innovate Products and Expand Core Offering

- Innovate to meet changing needs of advisors and investors, and gain market leadership in core equity and very large balanced fund categories

Positioned for Leadership in Distribution Backed by Brand

- Rebuilt and larger distribution team with strong leadership, industry leading training and disciplined sales process
- Amplifying brand and digital capabilities to drive advisor and investor engagement



MACKENZIE
Investments

CONFIDENCE
IN A CHANGING WORLD



Kevin Regan

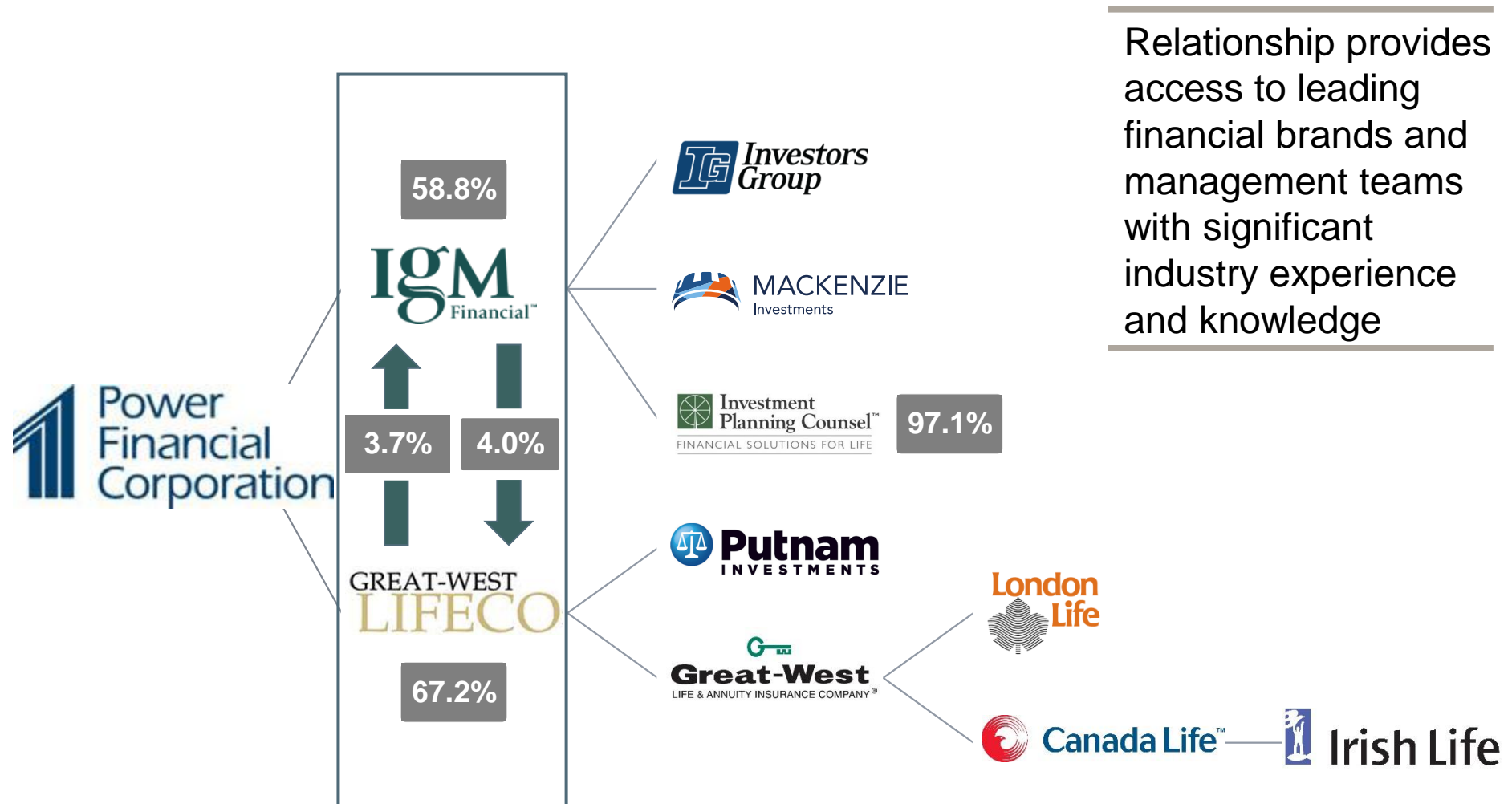
Executive Vice President & CFO
IGM Financial

WHAT YOU'LL HEAR TODAY

- Key benefits of IGM Financial's structure & affiliation with Power Financial Corp.
- Positioned for earnings growth while investing for long-term success
- Disciplined capital allocation strategy with focus on growth initiatives & returning capital to shareholders
- Strong balance sheet & comfort with current leverage

IGM Financial Summary

POWER FINANCIAL OWNERSHIP STRUCTURE



Autonomy with Significant Benefits from Majority Ownership Structure

SYNERGIES WITH MULTI-CHANNEL / BRAND APPROACH

Three-operating companies with unique approaches to the market



MACKENZIE
Investments



GREAT-WEST
LIFECO

IG **Investors**
Group™



 **Investment**
Planning Counsel™
FINANCIAL SOLUTIONS FOR LIFE

- Shared Governance
- Scale and efficiency
 - Technology
 - Fund back-office
 - Shared purchasing power
- Product & distribution agreements (investment management & insurance)
- Access to financial and human capital

Company structure and affiliations generate efficiencies

30%

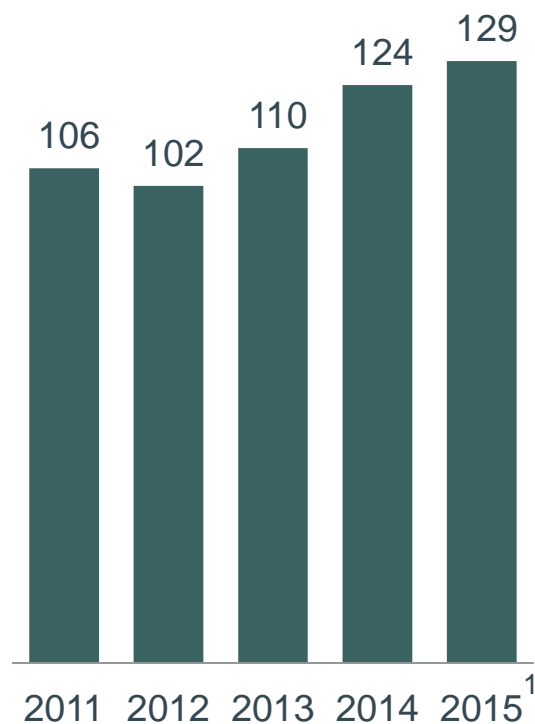
Non-Commission Expense

Client Services | Fund Accounting |
Finance | Legal | IT | HR | Internal Audit |
Compliance

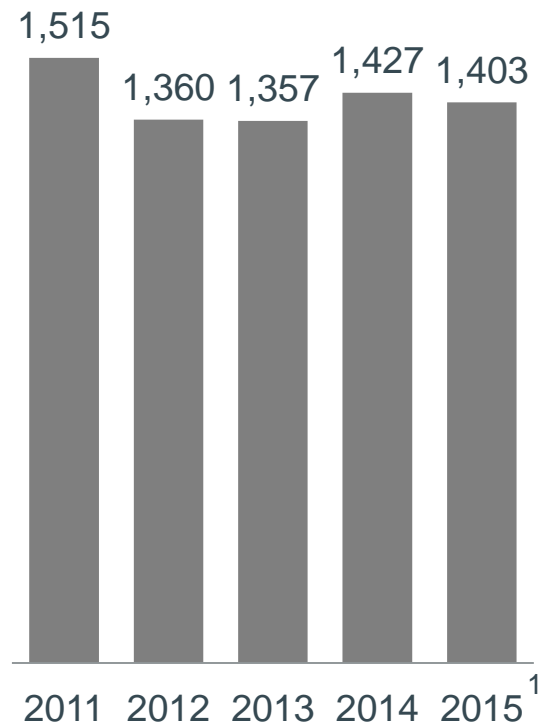
Diversified Business with Scale and Synergies

AUM, EBITDA & OPERATING EPS

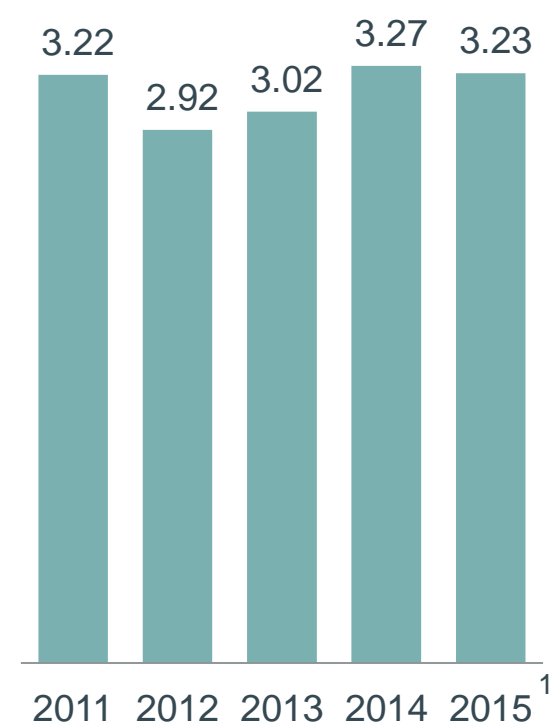
**Average Mutual Fund AUM
(\$B)**



**Adjusted EBITDA
(\$MM)**



**Operating EPS
(\$)**



POSITIONED FOR EARNINGS GROWTH AND VALUE CREATION



Manage Margins

- Deliver a leading value offer
 - Segment pricing
-



Accelerate AUM Growth

- Grow Consultant & advisor relationships
 - Grow share of HNW and retiree
 - Lead innovation & distribution excellence
-



Drive Scale & Efficiency

- Greater scale and access to resources
 - Rationalization & resource allocation
-



Invest for Growth

- Sustainable brands, business platforms & talent base
 - Positioned for a technology-enabled world
-

Investing for the Future; Positioned for Earnings Growth

DISCIPLINED CAPITAL ALLOCATION STRATEGY

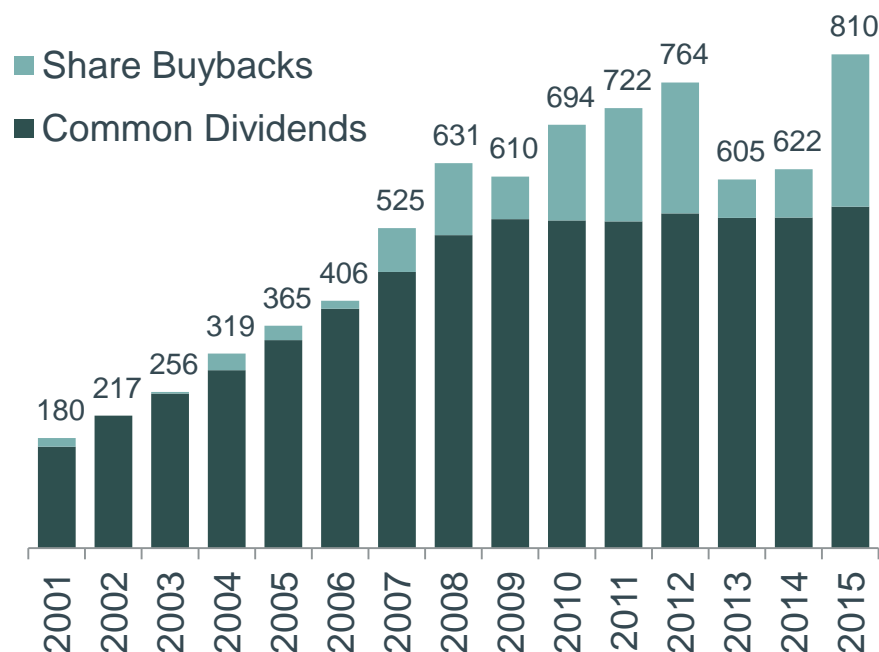
Sustainable Return of Capital & Stability

- Maintain and grow regular dividend over time
- Maintain strong balance sheet (capital & liquidity)

Opportunistic Return of Capital & Growth

- Return capital through share buybacks
- Invest in growth opportunities

Shareholder Capital Return (\$MM)¹



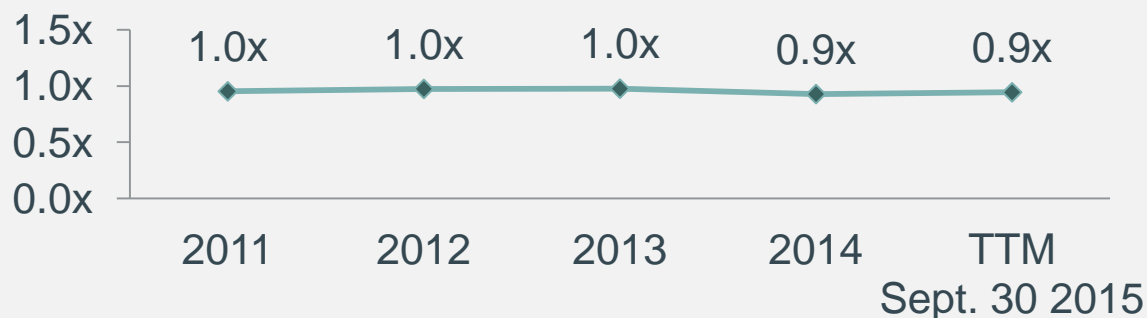
Capital Returned to Shareholders 2011 – 2015 (\$MM)¹

Dividends	Buybacks	Total
\$2,729	\$794	\$3,523

Strong Record of Returning Capital to Shareholders

STRONG BALANCE SHEET

Debt / Adjusted EBITDA Ratio



IGM Financial Credit Ratings

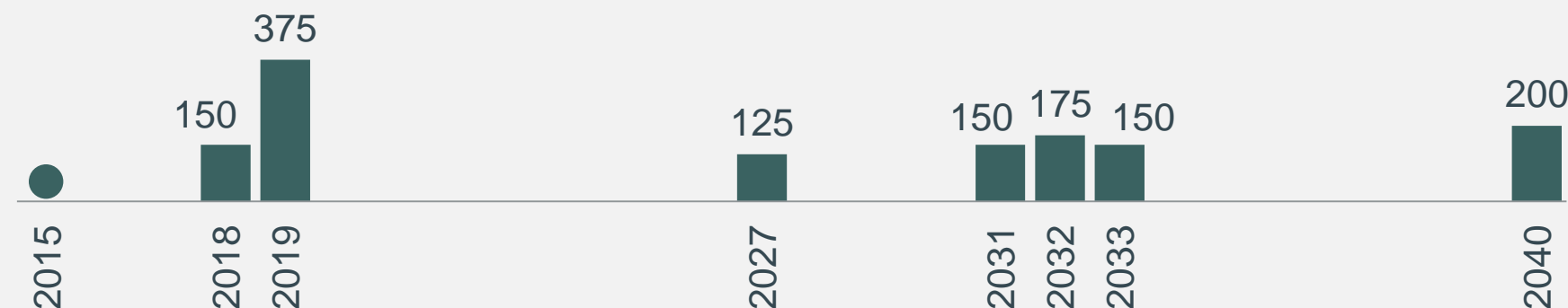
S&P

A

DBRS

A(High)

Debt Maturity Profile (\$MM)



Committed to Strong Investment Grade Credit Rating

SUMMARY

Multi-brand Multi-distribution Strategy

- Diversified, sustainable approach to the market with access to leading exclusive Consultant network, in-house independent advisors and third-party channels

Poised for Growth

- Investors Group building on organic growth momentum – Consultant network size and productivity
- Mackenzie transformation gaining strength – leadership in Canadian retail and capture market share
- IPC accelerated growth trajectory – increase in advisors and AUM

Strong Earnings & Cash Flow Generation

- Strong financial position
- Consistent track record of returning capital to shareholders
- Attractive dividend yield

Leading Brands / Strong Leadership / Focused on Growth

APPENDIX

MURRAY TAYLOR

**PRESIDENT AND CHIEF EXECUTIVE OFFICER
INVESTORS GROUP INC.**

**CO-PRESIDENT AND CHIEF EXECUTIVE OFFICER
IGM FINANCIAL INC.**



Murray Taylor is the President and Chief Executive Officer of Investors Group Inc. since 2004 and Co-President and Chief Executive Officer of IGM Financial Inc. since 2005. He joined Investors Group in 2001 after spending 25 years as a business leader with sister companies Great-West Life and London Life, within the Power Financial group of companies.

Murray is a graduate of the University of Manitoba with a major in actuarial science. He is a fellow of the Society of Actuaries and a Fellow of the Canadian Institute of Actuaries.

Murray served on the Board of the Investment Funds Institute of Canada (IFIC) from 2004 to 2009 and currently chairs IFIC's Strategic Research Committee. He is on the Board of the Business Council of Manitoba and served as Chair from 2013-2015.

MARK KINZEL

EXECUTIVE VICE-PRESIDENT, FINANCIAL SERVICES
INVESTORS GROUP



Mark Kinzel is the Executive Vice-President, Financial Services, for Investors Group and oversees a network of 110 region offices and approximately 5,200 Consultants across Canada. Mark joined Investors Group as a Consultant in 1983, and over the next 16 years, took on roles of increasing field management responsibilities. He was appointed Senior Vice-President, Financial Services, responsible for Ontario in 1999, and Executive Vice-President, Financial Services in 2004.

Mark is a graduate of the University of Regina where he received his Bachelor of Administration. Throughout his career, both in Winnipeg and Regina, Mark has been and continues to be involved in a number of volunteer positions.

TODD ASMAN

EXECUTIVE VICE-PRESIDENT, PRODUCT & FINANCIAL PLANNING
INVESTORS GROUP



Todd Asman is the Executive Vice-President, Product & Financial Planning for Investors Group. He is responsible for the company's diverse product shelf and planning services including investment funds, banking and mortgages, insurance services, IIROC support, advanced financial planning and strategic investment planning. Todd joined Investors Group in 2004 after 10 years with the Great-West Life Assurance Company and three years in independent actuarial consulting.

Todd has a Bachelor of Commerce degree from the University of Manitoba with a major in actuarial science. He is a Fellow of the Society of Actuaries and a Fellow of the Canadian Institute of Actuaries.

CHRISTOPHER S. REYNOLDS

PRESIDENT AND CHIEF EXECUTIVE OFFICER
INVESTMENT PLANNING COUNSEL INC.



Chris Reynolds is the President and Chief Executive Officer of Investment Planning Counsel Inc. Chris has more than 25 years of experience in the financial services industry first as a financial advisor and branch manager before he co-founded Investment Planning Counsel in 1996.

Chris has contributed to two books on financial planning, has hosted several radio talk shows and has spoken at numerous national conferences including Advocis, the Canadian Association of Financial Planning and many of the largest corporations and organizations in Canada.

JEFFREY R. CARNEY

PRESIDENT AND CHIEF EXECUTIVE OFFICER

MACKENZIE FINANCIAL CORPORATION

CO-PRESIDENT AND CHIEF EXECUTIVE OFFICER

IGM FINANCIAL INC.



Jeff Carney, CFA, was appointed President and Chief Executive Officer of Mackenzie Financial Corporation, and Co-President and Chief Executive Officer of IGM Financial Inc., in 2013.

Jeff has more than 25 years of experience at investment management firms and banks across both retail and institutional platforms in Canada and the U.S. He has held senior executive positions at some of the most prominent financial organizations in North America.

Jeff is a graduate of the Bachelor of Commerce program at Queen's University and holds the Chartered Financial Analyst designation. He serves on the board of the Landmark School in the metropolitan Boston area and the advisory board for Queen's School of Business.

TONY ELAVIA

EXECUTIVE VICE-PRESIDENT AND CHIEF INVESTMENT OFFICER
MACKENZIE INVESTMENTS



Tony Elavia, PhD, is Executive Vice-President and Chief Investment Officer of Mackenzie Investments, responsible for overseeing the company's investment management teams. Tony has 28 years of industry experience working with both retail and institutional clients in the U.S. and Canada. Prior to Mackenzie, Tony held progressively senior positions, including CIO and CEO at a U.S.-based insurance company subsidiary, and leadership roles at three asset management firms in the U.S.

Tony earned his PhD in Economics from the University of Houston and a Master of Arts (Economics) degree from the University of Baroda in India.

MICHAEL SCHNITMAN

SENIOR VICE-PRESIDENT, PRODUCT
MACKENZIE INVESTMENTS



Michael Schnitman was appointed Senior Vice-President, Product in 2014 and leads the Mackenzie Investments' overall product strategy for retail, strategic alliances and institutional channels. Michael brings more than 18 years of financial services industry experience, most recently as Senior Vice President, Product Strategy and Development of a major U.S. investment firm.

Michael holds a Bachelor of Arts (with honours in Economics) degree from Trinity College in Hartford, Connecticut and a Masters of Business Administration from Harvard University.

SU MCVEY

SENIOR VICE-PRESIDENT, MARKETING
MACKENZIE INVESTMENTS



Su McVey was appointed Senior Vice-President of Marketing at Mackenzie Investments in 2014 and is responsible for overseeing all of Mackenzie's marketing for the retail, strategic alliances and institutional channels. She brings over 27 years of leadership and marketing experience to Mackenzie, including positions at some of Canada's leading banks and advertising agencies.

Su earned a Bachelor of Arts (Sociology) degree from the University of Western Ontario and a Diploma from the Institute of Canadian Advertising.

BRIAN GOODING

EXECUTIVE VICE-PRESIDENT, HEAD OF DISTRIBUTION
MACKENZIE INVESTMENTS



Brian Gooding is Executive Vice-President and Head of Distribution providing leadership and strategic direction to Mackenzie Investments' retail and institutional sales and service. He has more than 25 years of leadership experience in financial services, including senior distribution positions at a leading life insurance company, a large investment management firm and as an investment advisor at a major full-service investment company.

Brian earned a Bachelor of Arts (Geography and Economics) degree and a Diploma in Business Administration from Wilfrid Laurier University.

KEVIN E. REGAN

EXECUTIVE VICE-PRESIDENT AND CHIEF FINANCIAL OFFICER
IGM FINANCIAL INC.



Kevin Regan is the Executive Vice-President and Chief Financial Officer of IGM Financial Inc. and is responsible for all financial functions of IGM Financial Inc. and its subsidiaries, Investors Group, Mackenzie Investments and Investment Planning Counsel Inc. Kevin joined Investors Group in 1986 and has held numerous positions in the finance and distribution areas of the company.

Kevin has a Bachelor of Commerce (Honours) degree from the University of Manitoba and he is a Fellow Chartered Professional Accountant (FCPA) Fellow Chartered Accountant (FCA) and Certified Financial Planner (CFP). He is currently on the Board of Directors of the Mutual Fund Dealers Association Investor Protection Corporation, CPA Manitoba, the Ombudsman for Banking Services and Investments and he is the Finance Chair on the Board of the 2017 Canada Summer Games Host Society.